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Leo T. Parker, Legal Editor
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VAN HENSELAER H. GREENE, Refrigeration Consultant
Washington Bureau, 1221-1223 National Press Building
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George Post, Production Manager

A. K. Murray, Field Manager
360 North Michigan Ave.
Chicago, Ill.

Don F. Harner, Western Manager
1595 Pacific Ave.
Long Beach, Calif.

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The Editor's Page

Traffic Institute 100 Per Cent Accepted

F. A. KEELING'S article, "Wanted—An American Institute of Traffic Management," in the September issue of *DandW*, has had national response from not only industrial traffic men but from the associations as well. Returns of ballots enclosed with the article indicate without doubt that fully 100 per cent of the industrial traffic managers are desirous of a "New Deal" as far as their profession is concerned and quite eager for the formation of an Institute that would make possible greater recognition of their status in industrial management.

As Mr. Keeling pointed out, and brings out clearly in the present issue of *DandW*, the heads of concerns are placing too little importance on this phase of their business and as a consequence are permitting losses to occur that would otherwise be controlled were proper recognition given to this cog in the company's management.

This lack of recognition has likewise brought about a condition that too frequently permits persons to assume the title of traffic manager, who, were they forced to be examined, would hardly measure up to that title. The solution to this problem would be the establishment of standards or a yardstick upon which the ability of a man entering this profession might be determined. This, Mr. Keeling has suggested, and would be included in the work of the Institute.

In approving the Institute, those returning the *DandW* ballots remarked as follows:

"Approve in principle." "It's about time, an Institute was started. If I can be of further service in getting this under way, let me know by all means." "Necessary to the protection of the profession." "Every other profession has greatly profited from such requirements." "Too many industries consider the traffic department the least important." "In favor of it, provided some 'grandfather' arrangements exist to take care of those now actually engaged in the work." "Traffic is little understood by few—mastered by none in a lifetime."

The *DandW* ballot asked this question, "Is Your Efficiency Impaired by a Lack of Cooperation on the Part of other Department Heads?" The returns indicated that a good majority of traffic men think so. And so that our industrial leaders may secure a cross-section viewpoint of what their employees are saying on this subject and be guided thereby, we give the following remarks that came in on the ballots:

"Because they are unfamiliar with traffic problems." "Sales and purchasing departments do not cooperate." "Sometimes fail to consult until too late to correct their errors." "Very much so." "Better cooperation would save money." "They come to me when they get in a jam." "Plenty of room for improvement." "Once in a while they may do something and ask afterwards." "Whole-hearted cooperation is essential to the efficient direction of a traffic department."

The ballot also revealed a condition that may have an important bearing on why some companies are not getting the most efficient traffic management and that is, namely, the relegation of other duties to the head of the traffic department. While it is important that the traffic heads include such responsibilities as the selection of materials and supplies, handling equipment, motor trucks directly tied in with the cost of running their departments, there is little justification of their assuming other duties far removed from any relationship to the handling of shipments and the many other kindred matters.

There is so much to be accomplished in the raising of standards in the traffic profession, that little progress will be made until a whole-hearted desire exists on the part of business heads to determine just how efficiently these departments of their business are functioning. When that time arrives, and we hope it is real soon, then there will be a more widespread acceptance of the need of men adequately trained and capable of giving the utmost in traffic work. Coupled with that desire will also be a wider spread appreciation of what the various traffic associations and schools are trying to accomplish and a consequent increase in membership and attendance at local and national meetings.

Quick Freezing and Canning

THE rise in production of quick-frozen vegetables has led many to believe that there will be a diminution of canning of same. Now comes the announcement based on studies first hand that there is an indication that quick-freezing of vegetables instead of lowering canning production may provide a way whereby a high seasonal operation may be extended into one operating throughout the year.

Freezing, it is expected, will provide means for making the canning industry a steady one because it will provide means whereby continuous supplies of food-stuffs would be made available for canning. The seasonal nature of canning is seen as its chief drawback. Frozen foods could be utilized for canning in the wintertime. As there are some 2,700 canning establishments in the United States, most of which are located in snow-belt states, such a coordinating development would be widespread in its effect.

Federal Regulation of Trucks

IN a move designed to gain state support for federal regulation of truck weights and sizes, the Interstate Commerce Commission has written all Governors asking for detailed information on existing state rules.

It is intended that the state limits shall be averaged and weighted, if such a compromise program will develop a satisfactory schedule of dimensional rules governing interstate truck movements.

The questionnaires are also designed to test the atti-

tude of the states toward federal regulation in this field. There is known to be difference of opinion, with several of the states leaning to the view that they have exclusive powers to determine sizes and weights. Against that theory is the decision handed down by the Supreme Court of the United States in the South Carolina case which, while upholding the state's statute on the point, emphasized the assertion that states are supreme in the field "in the absence of congressional action." Those who contend the right of congress cannot be successfully questioned point to the interstate commerce clause of the constitution, claiming the federal control over interstate commerce can extend to truck weights and sizes.

Before the I.C.C. prepares its report and suggests legislation to congress, all state limitations and exemptions will be examined. Governors have been asked, also, to submit copies of statutes, court and commission decisions, and publicly or privately prepared studies on the size and weight problem.

Inventories

ACCORDING to a survey of 19,000 concerns of all sizes by Dun & Bradstreet, inventories in the hands of these manufacturers, wholesalers and retailers were cut \$1,250,000,000 in value in the first 6 mos. of this year to a total for the nation of \$20,258,000,000.

The reduction contrasts with increases in both of the preceding years. In 1936, these same concerns increased their inventories by \$2,269,000,000, while in 1937, they raised their holdings by \$3,004,000,000.

The sharpest reduction in inventories was reported by the manufacturers, who showed a decline of 6.7 per cent from Jan. 1 to June 30. Wholesalers cut their inventories by 5 per cent, while the inventories of all retailers were reduced by 3.6 per cent. The inventory reduction for all groups was placed at 5.8 per cent.

The survey points out that inventories are figured at their market value, and the rise in prices in 1936 and 1937 had much to do with the increases in those years, as price reductions in recent months had much to do with the decline in inventories in the first 6 mos. of this year. Had the average price level for the 3 mos. before taking inventory been used instead of price levels prevailing at the end of December and the end of June, the price decline would have been 6.1 per cent instead of the 5.8 per cent shown.

The survey estimates place a value of \$12,329,000,000 on the United States total manufacturers' inventories at the close of June, a drop of 6.7 per cent in 6 mos.

Associated Traffic Clubs Convention Oct. 24-26

The fall convention of the Associated Traffic Clubs of America will be held Oct. 24-25-26 at the Hotel Cleveland, Cleveland, Ohio.

Speakers of international fame will address the convention and large delegations from the traffic associations are scheduled to attend.

Among the subjects to receive attention, it is expected, will be that of the formation of an American Institute of Traffic Management, the story of which was in the September issue of *DandW* and which is discussed on the first editorial page of this issue herewith and on the page devoted to "Letters to the Editor."

MayWa Convention at Biloxi Feb. 8-11

The Mayflower Warehousemen's Assn. at its annual session Aug. 8-10 at Lake Wawasee, Ind., selected for its 1939 national convention the Edgewater Gulf Hotel, near Biloxi, Miss. J. P. Ricks, of the Ricks Storage Co., Jackson, Miss., will act as host.

The new agency contract between members of the association and the Transit company was approved and will soon be sent to individual members.

The meeting was saddened by the absence of William H. Buehler, president of the Buehler Transfer Co., Denver, Colo., who died suddenly July 30. His place on the board of directors was left unfilled, while W. W. Koller, manager of the Fidelity Storage & Van Co., Inc., Omaha, Neb., was designated to assume his duties as a member of the executive committee.

Southwest Group's Convention Program Most Complete

The 21st annual convention of the Southwest Warehouse and Transfermen's Assn. at Fort Worth, Oct. 6-7-8, promises to be outstanding for its program of speakers and entertainment.

The Fort Worth members have taken great pains to provide a high class of entertainment and the business program will be featured by talks by men nationally known.

J. F. Rowan, executive secretary of the Household Goods Carriers' Bureau, will discuss Washington matters and in particular the Treasury Department Circular letter No. 309, which was recently withdrawn on account of the ruling of the General Accounting office.

Forrest Cannon, the new field secretary of the National Furniture Warehousemen's Assn., will cover the "Extended Service of N.F.W.A.," and Tilden Childs, district director of the Bureau of Motor Carriers, will have as a subject "Another Step in the Administration of the Bureau of Motor Carriers."

Gus Weathered, president of the Merchandise Division, American Warehousemen's Assn., and Jack Goodfellow, president of the Association of Refrigerated Warehouses, will make a joint presentation of the plant of the A.W.A. for its 48th annual meeting at Dallas, Hotel Adolphus, Feb. 13-18.

It is hoped that Milo Bekins and Ralph Wood, president and secretary, respectively, of the National Furniture Warehousemen's Assn., will be there to explain the plans for the 19th annual meeting at Dallas, Feb. 7 to 11.

Missouri Warehousemen's Convention Oct. 14-15

The annual convention of the Missouri Warehousemen's Assn. will be held Oct. 14 and 15 at the Chase Hotel, St. Louis. Reservations can be made through Wilson Little, executive secretary of the A.W.A., George Rhame, assistant executive secretary of the A.W.A., J. F. Rowan, executive secretary of the Household Goods Carriers Bureau, Washington, or through F. H. Floyd, secretary of the Missouri association, 405 Waltham Bldg., Kansas City.

Cal. and Hawaiian Sugar Refining Extends Markets

California & Hawaiian Sugar Refining Co., Ltd., San Francisco, has completed plans for the distribution of its products not hitherto sold on the Atlantic seaboard and nearby states, to cover the entire country. The entire first and third floors at 82-88 Wall St., New York, have been leased for Atlantic and Eastern sales offices. When the plan starts functioning, Cal. and Hawaiian Co. will be the only cane sugar refining concern distributing its products nationally, it is stated.

It is also announced that contracts have been signed whereby the company will refine sugars for Eastern consumption in the refineries of the National Sugar Refining Co. of N. J., at Edgewater, N. J., and at Long Island City, N. Y.

Personnel

B. W. Railey, sales manager of the soap department of Colgate-Palmolive-Peet Co., Jersey City, has been elected a vice-president and director of that company. His headquarters will be in Kansas City, where he will be in charge of the soap business from the Mississippi to the Pacific Coast.

Sydney J. Fischer, formerly manager of the Shefford Cheese Co., Inc., has joined the Mohawk Food Sales Co., New York City, as a partner.

Walter J. Nichols, former southern division representative for National Brands stores, now is contact manager with headquarters in Canton, Ohio.

J. E. Phillips, formerly at New Orleans branch of General Foods sales Co., Inc., has been transferred to Jackson, Miss., as retail sales representative in charge of that territory.

J. P. Cody, former sales manager of Arbuckle Bros., New York City, is now in charge of the New York office of the California-Hawaiian Sugar Refinery Corp., Ltd., San Francisco.

Edward A. Talbot has retired as chief executive officer in charge of Los Angeles, San Diego and Phoenix houses of McKesson & Robbins, Inc. Tubie Resnik has taken over the duties as chief executive officer.

Talmadge B. Tribble has been named manager of the Chicago branch of Magnus, Mabee & Reynard, Inc., New York City, manufacturer of chemicals.

Harry Dunlop, former district sales manager for the Colgate-Palmolive-Peet Co., Jersey City, N. J., is now sales manager of Chamberlain Laboratories, Inc., Des Moines, Iowa.

D. W. Lynch has been placed in charge of the St. Louis office of John Powell & Co., Inc., New York City, manufacturer of crude drugs.

W. C. Reed, former sales manager of the Unity Mills Distributing Co., Minneapolis, Minn., has been appointed western sales manager of Gunning & Gunning, New York City, manufacturer of cod liver oil.

Al Wein has been named district manager in charge of local and West Virginia territory for the American Safety Razor Corp., Brooklyn, N. Y.

John L. Meyers, assistant sales manager of Butler Bros., national wholesalers, at Chicago, is being transferred to New York City to be in charge of metropolitan sales.

R. L. Brunson has been appointed traffic manager, H. P. Garin Co., San Francisco, Cal., to replace Thomas Cowan, who is ill.

C. W. Nelson has been appointed district freight agent for the Gulf Carloading Co., at New Orleans, La.

A. G. Anderson has been appointed general live stock and dairy agent for the St. Louis-San Francisco at Springfield, Mo., to succeed Paul C. Potter, who died.

Alois Murawsky, general traffic manager, National Enameling & Stamping Co., Milwaukee, Wis., retired Aug. 31, after 39 yrs. with that company, the last 10

as general traffic manager. He will retain connection with the company as transportation advisor.

Dr. John H. Frederick, a frequent contributor to *DandW*, and formerly a member of the faculty of the Wharton School of Finance and Commerce, has become professor of marketing in the School of Business Administration at the University of Texas. For the past year he has been managing editor of *The Wholesaler's Salesman*, a McGraw-Hill publication.

Frank D. Newbury has been appointed manager of the new products division of Westinghouse Electric & Mfg. Co., succeeding Herbert Wilcox.

W. H. Johns, traffic manager, National Carbon Co., Cleveland, Ohio, for 20 yrs., was retired at his own request Sept. 1. J. L. Harris, formerly assistant traffic manager, has been appointed to succeed him.

M. A. Corbett, New York secretary of the National Association of Food Distributors, and formerly sales promotion manager of the second largest distributor of frosted foods, has joined C. V. Hill & Co., Inc., Trenton, N. J., to direct the frosted foods equipment division of that company.

Peter Bolthouse

Peter Bolthouse, 93, founder of Bolthouse Storage & Moving Co., Grand Rapids, Mich., and a resident there for almost 50 yrs., died Aug. 18, at his home, 876 Oakland Ave., S. W., after a brief illness.

Born in The Netherlands, he came to this country and settled in Grand Rapids 49 yrs. ago, and was active in the moving business until he retired 8 yrs. ago. He was one of the oldest members of Franklin Street Christian Reformed Church. Surviving are his widow, Anna; a son, Jacob; a daughter-in-law, Mrs. Charles Bolt-house; four grandchildren and two great-grandchildren.

G. W. Stevenson

G. W. Stevenson, general manager of the Metropolitan Storage Warehouse Co., Cambridge, Mass., died Aug. 6, at the age of 61 yrs. He had been in the hospital for some time before his death.

Before becoming general manager of the Metropolitan Co., Mr. Stevenson had been treasurer of the company from 1917 to 1931.

E. P. Morse, one of the executives, has been appointed general manager of the company.

William H. Buehler

William H. Buehler, president of Buehler Transfer Co., Denver, Colo., died July 31. He was 51 yrs. old. Mr. Buehler was born in St. Louis, and went to Denver at the age of 21. With his brother, E. C. Buehler, he established the Buehler Transfer Co.

He was a member of the Mayflower Warehousemen's Assn., of which he was elected a director in 1938. He was also active in the Lions Club of Denver, and affiliated with the Colorado Transfer & Warehousemen's Assn.

Surviving, besides his brother, are his wife, Mrs. Alma Buehler; his mother, Mrs. Anna Buehler; two sisters, Mrs. Lydia McGough and Miss Louise Buehler.

Hardesty Celebrates

Hardesty Trucking Co., Muncie, Ind., celebrated its 20th anniversary in August. The company is agent for the Aero Mayflower Transit Co.

San Francisco Warehouse Strike Situation

WITH 121 Bay Area warehouses locked up for more than a month, peace between the Warehousemen's Union (ILWU 1-6, CIO) and the San Francisco Distributors' Assn. appears to be as far off as it was at the start, and both sides are stubborn in their refusal to yield on the point at issue. This situation is somewhat unique inasmuch as it is a "strike" of employers for the right to bargain collectively and make a master contract to cover the entire warehousing front. The Union has recognized the right of the employers to bargain collectively through their association, the San Francisco Distributors' Assn., but it refuses to accept the master contract, claiming that it would wipe out "many of the gains which our union has obtained through bitter struggles and which we do not intend to give up."

Employers are also fighting for the right to instruct their men to handle any merchandise they see fit, whether from a strike-bound warehouse or not. Testing this right, the now famous "hot box car" was loaded by executives of the strike-bound Woolworth warehouse, and sent round to other warehouses where union employees were asked to unload it. Employees in one warehouse after another refused to obey, whereupon they were dismissed in a body and warehouses locked. The "hot box car" made the rounds in this test of employer authority over union employees until all public and most commercial private warehouses in half a dozen industries were closed by employers. In some instances where warehouses had no railway sidings, warehouse executives shut down "in sympathy," maintaining that to remain open would constitute "unfair competition."

The proposal of the warehouse operators, through their association, follows:

(1) "That the Association of San Francisco Distributors enter into a single contract with your union on behalf of its members whose contracts have expired; that such contract terminates at a date satisfactory to you between Jan. 1 and June 30, 1940; and that upon termination of existing contracts with ILWU, 1-6, our members and their employees become parties to this contract.

(2) Wages

(a) That minimum basic wage of 70 cents an hour be established for freight handlers (including general warehouse workers in the grocery group).

(b) That differentials be established for workers performing other classes of work, upward and downward from the basic 70 cents per hour.

(c) That hereafter when new and different classes of work are performed in any house, pay involving a differential from the basic wage be established by agreement between the union and the association.

(d) That there be no wage increases except to accomplish necessary adjustments in keeping with the foregoing principles. There shall be no reduction in existing pay for either men or women workers.

(3) Hours

That there be no change of hours except that the hours will ultimately be decreased to 40 hours in compliance with the National Wages and Hours Act.

(4) Vacations

That the standard vacation be 1 wk. for employees after 1 yr's. employment; 2 wks. after 2 yrs. employment. That the exceptions be (a) that employers whose business requires it shall have the option of giving the men 1 wk's vacation with an extra week's pay instead of the 2 wks' vacation, and (b) that where an employer is paying a minimum basic wage in excess of 70 cents, he shall not be required to give the standard vacation unless the employees elect to take a corresponding reduction in their minimum basic wage.

That there be no reduction in existing vacations.

(5) Recognition

That the ILWU, 1-6 be recognized as the bargaining agent for the warehouse workers working in the warehouses organized by ILWU, 1-6.

(6) Preferential Employment

(a) That the union receive preferential employment for freight handlers (including general warehouse workers in the grocery group), provided the union is able to furnish competent men for the work required. That in the event the union is unable to furnish competent men, the employer may hire men from outside sources.

(b) That the employer may hire specialized workers from outside sources. A specialized worker is (a) one who performs some unusual function aside from ordinary warehouse work, and in which he has had at least 2 yrs. previ-

ous experience, and (b) stock men and order fillers and packers in certain houses heretofore excepted.

(c) That in such cases as the union has recognized the employment of beginners or learners or occasional freight handlers in expired and existing contracts, the employers have the right to employ workers in such capacity, subject to the restrictions set forth in such expired or existing contracts.

(d) In hiring men from the hall employees may prefer former employees; provide that satisfactory machinery be set up to insure against favoritism being shown particular workers.

(7) Seniority, Discharge, Stewards and Business Agents

That the contract contain mutually satisfactory clauses on the subject of seniority, discharge, stewards and business agents, in keeping with the clauses contained in existing and expired contracts.

(8) Arbitration

That an industry board be set up for the purpose of hearing and deciding grievances of the men and of the employers covering all issues arising under the contract and the work done on the job, and that the decision of the arbitrator be final and binding upon the parties.

That there be no strikes, stoppages of work, or lockouts during the term of the agreement.

We also recommend, but do not include it as part of this proposal, that some machinery be set up so that upon the termination of this agreement, inability of the parties to reach a new agreement will not result in either a strike or lockout without mediation or public hearings or both."

James Reed, president of the Distributors' Assn., made the following public statement:

"Warehousemen's Union ILWU, 1-6 has rejected the proposal made by the Association of San Francisco Distributors on Sept. 2.

"The union states that neither of its speakers, Sam Kagel and Harry Bridges, indicated at the meeting of the Distributors' Assn. that the union would accept a single contract for the warehouse industry. The union's letter of rejection goes on to read: 'We have in the past and will in the future, recognize the right of all the employers in one industry, such as drug, hardware and grocery, to take collective action, and the union will do the same.'

"At the union's request, Mr. Kagel and Mr. Bridges, accompanied by about 20 other union representatives, spoke to some 200 members of our association on Tuesday, Aug. 30. We understood that they were the official spokesmen for the union.

"When Mr. Kagel said that the union recognized the right of our members to associate themselves together to bargain collectively and exercise 'equality of economic strength' we thought he meant just that.

"When he said, in relation to 'basic principles' such as seniority, preferential hiring, vacations, etc., that 'where there is a difference of opinion on these points between the association and the union, the employers can act as one,' we thought he meant this.

"When he said the union would not agree to a single contract to cover wages and hours because different wage scales exist among our different groups, and as a result a dispute involving 50 men may affect the livelihood of 7,000 men, we thought he meant this.

"When Mr. Bridges said that the employers' united strength should not be utilized until the association had reached a certain point of development, viz., until it comes out of its 'adolescence,' we thought he meant this, but we didn't think much of it.

"We have met the objections raised by these spokesmen by offering to standardize wages for various classes of work, by offering to establish arbitration machinery that will dispose of all disputes during the life of the contract, by offering mediation and public hearing, if we are unable to agree to the terms of a new contract when the proposed one terminates.

"In its letter the union states 'Your master open shop contract eliminates many of the gains which our union has obtained through bitter struggles and which we do not intend to give up.'

"The question of open shop raised by the union does not exist, because we have offered union recognition and preferential hiring for all freight handlers (including general warehousemen in the grocery group).

"The union has not been asked to give up that which it has gained.

"Our proposal provides that there shall be no reduction in wages. Some workers will gain higher pay in the establishment of uniformity of wages for various classes of work.

"There will be no increase in hours.

"There will be no reduction in existing vacations, but there will be an increase in vacations for many workers.

"So far as so-called 'basic principles' are concerned it is impossible to incorporate into any one contract all the conditions contained in more than 100 contracts heretofore existent. Generally speaking, however, our proposal gives the workers fully as many and in some instances considerably more advantages than they have had in the past.

"The only important advantage that they will lose is the opportunity to single out an individual employer or group of employers and impose unreasonable demands.

"After this exchange, negotiations were broken off and not resumed until Sept. 13, when a peace meeting was held between the two groups. This came to a deadlock in 20 min. when the employers' representation of the demand for a master contract was again rejected by the union."

(Concluded on page 96)



If you read the article above in the September issue, as thousands did, you will appreciate the story herewith

F. A. KEELING, who wrote last month's article on Traffic Management, found conditions in the shipping departments of two large concerns so outmoded and inefficient that he has written a series of articles, of which this is one.

He asks—

HAVE YOU A FORGOTTEN DEPARTMENT?

Make Traffic Management Pay

IN this, the second in a series of articles on the need of a greater appreciation for the profession of traffic management and the work of the shipping department on the part of business executives, I prefer to present actual cases. That it is not necessary for me to fabricate or compose stories or to be guilty of exaggeration in the least degree to prove that there are still thousands of forgotten departments, even though the economic crisis or depression has driven every business executive to take inventory of his firm and to sever the unfruitful branches, so that if at all possible, some fruit or profit can be realized, a host of traffic bureau advisors and solicitors of railway and motor transportation companies and salesmen of shipping room supplies will bear witness that I speak the truth.

However, in the writing of these articles I want to disclaim any right to the title of an authority on transportation matters. Gladly do I confess that I am only a sincere student, that I have been for years and expect to continue in this role as long as I am engaged in the profession of traffic man-

agement, for this is one vocation in which the knowledge of yesterday must be corrected and supplemented by the critical study of present conditions. It has been my privilege, however, to acquaint myself with the shipping practice and transportation systems of foreign countries as well as to travel extensively in the United States; to meet business executives and become acquainted with the attention given to their shipping and traffic departments. Therefore, it is because of my interest in the future of traffic management and my first hand knowledge of losses sustained by many otherwise alert and intelligent business executives that I humbly submit this as well as future articles.

While attending an annual convention of a college fraternity, I was introduced to a fraternity brother who, I was told, was a keen, up-to-the-minute business executive; that the control of a large company was placed upon this young man's shoulders when his father, a widely known business man and philanthropist, died two years ago. I was, therefore, pleased to receive an invitation to

visit the plant after the afternoon session. We entered the president's office at approximately 5 p.m. and immediately started on a tour of inspection.

One thing that caused me to admire this young business man was his love and admiration for his father. In his private office, there hung a large oil painting of the one who sat at the president's desk a few years before, and as we walked through the various departments, again and again, we would hear our frat brother say, "This was Dad's and my idea." Having found that the office equipment was modern in every respect and the machinery in the shops of the latest design for speedy production; also a large, well-lighted, clean and orderly assembly room, I said, "Surely you are to be complimented on having a really up-to-date plant. However, you haven't taken us to the departments that are of interest to me, the traffic and shipping departments." So we were ushered to the first floor, where we found more machinery. Then we were taken to a large room where, on one side, was a stockroom that seemed to be in

order; at least we were shown a card index system that was daily revised. A large part of the room, however, was used for shipping supplies, such as boxes, crates and cartons. Also, because the stock-room was not large enough to take care of larger boxes and barrels of inbound material, much space was used for storage. At last, in a corner near a large door, behind boxes, cartons and crates, we entered the shipping department. Here was a large wooden packing table that had long ago served its time; on one end was a small parcel post scale, while also on this table were three old-fashioned tape machines; in fact, I had not seen their like for at least 10 yrs.; a 1936 Postal Guide and an old copy of the Official Railway Guide and a few cards showing a list of points served by trucking companies, were also piled on the packing table. There was also a platform scale of many years' use, but which gave my weight correctly, that is, if the penny street scale was correct that I used the night before; also, one strapping machine, a home-made strap iron reel and a horse for packing and strapping heavy boxes. "This is the shipping department," said our fraternity

brother, "and from the looks of things, I had better get down here tomorrow and see if things can't be cleaned up a little. I have forgotten this department."

Having been informed that this company's products were shipped both in LCL and CL, I asked where the traffic manager had his tariff file and was informed, "Oh, we don't have a traffic manager. The shipping clerk and factory superintendent look after this part, and our purchasing agent buys the supplies and arranges for cars and takes care of the routing of shipments." "Who checks the freight bills?" was my next question, and the answer was, "Well, the freight agent of our only railroad makes out the bills." "Yes," I replied, "but who makes a check on him to see that he quotes the proper rate. Does your purchasing agent or office manager know how to read tariffs; do they know that railroad rate clerks are liable to assess higher rates than the tariffs publish, which means dollars out of your pockets?" His answer was, "Say, brother, I believe you have something I ought to know about. How about talking this shipping business over, up in my office?" I assured him I would be glad to do

so were it not for the fact that in 2 hrs. we had to take time to get back to the hotel and dig out our formal for the big evening, and as I was on the program to deliver an address, I needed a little time for thinking things over, since the topic of my speech was not transportation. But as we were about to leave the "forgotten department" I again noticed the old parcel post scale, so I picked up a package and placed it on this scale, which I could hardly read, as the chart was dusty with age, but the scale said 12 lbs. So I checked to see if it had been adjusted and I found it had not. After taking care of this item, I again weighed the parcel and found a difference; then I placed the parcel on the platform scale that had correctly shown my own weight and I found the package weighed 11 lbs. While passing through one of the offices, I had noticed a parcel post scale on which no doubt advertising matter and catalogs over 9 ounces were weighed, so I said, "Brother, I believe I 'have' something else that may interest you. How about taking time out to weigh this parcel and a few smaller ones on the scale in the office upstairs? I think you are giving Uncle Sam too many stamps and stamps cost money."

The new scale was soon placed beside the old one and after a few minutes of comparing weights and showing how the old scale had been eating extra stamps, I was not surprised to see the president of the company throw the old scale in the junk box. He now appeared to be "up in the air," and to prove that he was, he said "I ought to fire the superintendent and shipping clerk. I won't enjoy the evening after hearing your lecture on freight bills and finding that Uncle Sam has been getting more out of me than he had coming." So I replied, "Now, quiet down and take things easy. After the banquet tonight we will talk things over." "Talk things over! I'll say we will. You are going home with me and tomorrow morning we are going to give the shipping department a once over from top to bottom—business before pleasure."

So at 9 a.m. the next day, I was in the president's office, ready to give the shipping department the attention it should have had years before. I, however, exacted a promise from my friend that he would do no firing or brain-storming. As I had observed that he was an extremely nervous type, I also suggested that I be allowed to conduct the investigation. So instead of going down to the shipping department, we started in the office. The office manager and purchasing agent were called in, and after interviewing them, I found:



The shipping clerk informed me that if he could get a decent salary he would be glad to study traffic management in the city ten miles away

1. That freight bills were not checked for overcharges.

2. That claims were not properly filed and collected.

3. That, as only one railroad entered the city which was situated 10 miles from a larger city, practically all shipments, CL and LCL, were given to this railroad, even though trucks made pick up and deliveries in the city every day.

4. That rush shipments were routed by a higher cost service when equal service at freight rates was obtainable.

My next step in this investigation was to ask for a number of paid freight bills. These were taken to the freight office and checked against the tariffs. To my surprise, the first bill checked was out of line, for the car moved to a point entitled to a lower commodity rate published in TCFB South Coast Tariff instead of the higher rate published in a tariff of another bureau. The difference, I believe, was \$1.02 per Cwt. After this discovery, my fraternity brother suggested that we forget about the afternoon session of the convention and check freight bills, but I replied that I was willing to spend the afternoon in investigating his shipping problems, but the auditing of the freight bills was only one of them. From the freight bills checked, I found that in many instances higher rates were paid for these reasons:

1. Class rates were paid on shipments to Pacific Coast and intermediate territory when truck and forwarder's service would have saved 50 per cent.

2. LCL rail rates were paid when the lower minimum TL rate would have cut the freight charges from first class to third, and from second class to fourth on two commodities.

3. Truck exception and commodity rates were in effect on most of the commodities; one especially, I knew had a class 70 rating via truck while the rail rate was 85 per cent or second.

Having returned to the plant, we now started for the forgotten department. After being introduced to the factory superintendent and the shipping clerk, I was requested to get busy and the superintendent and shipping clerk were told to answer any questions I asked regarding the department. However, as the president and superintendent had started a private conversation, I said to the clerk, "I see you have a new scale," and to this he replied, "Darned if I know what happened. I have told the boss time and again that cheap scale we had was out of commission and all he said was 'I'll see that we get a new one.' So I nearly fell over when I saw that new one on the table this morning." After assuring the clerk that I was not an efficiency man, but a traffic manager on a vacation, just a friend of the chief, I asked him if he had a classification manual. His reply was, "No, you see, I just look after packing, parcel post and express and make out the bills of lading, and the purchasing agent

does the routing, but between you and me, he doesn't know the first thing about shipping. The freight agent told me so."

Having checked the proper classification of the commodities shipped, while at the freight office, I asked the clerk if he or any of the packers ever packed two commodities in the same box, and I named the two. His reply was, "Oh, yes, we do sometimes." My reason for asking this question was that I noticed a box being packed in this manner. "Well, how do you describe the shipment on the bill of lading?" His answer was "It's according to which one I use to fill out." I then explained to him the rule regarding the proper description on the bill of lading and that false billing had taken more than one man before the judge. I explained the duties of the weighing and inspection bureaus; then I was informed that the freight agent had told him not to mix the two commodities in the same box, but that the purchasing agent said the freight agent was crazy.

Requires Brains

After a short conference with the superintendent and shipping clerk, in which the superintendent advised that he didn't know anything about rates, freight, express, truck or parcel post, and the shipping clerk informed me that if he could get a decent salary he would be glad to study traffic management at a night school in the city 10 miles away, I returned to the president's office to present my suggestions and criticisms. After giving my report, the president stated, "Mr. Keeling, I admit I forgot all about the shipping department. When I saw you turning through those tariffs over at the freight office, I said to myself, 'Traffic management requires brains; it is as important as accountancy or any other profession.' Now why don't you traffic managers get together and let people know the importance of your profession? Why, take that freight bill on that shipment to New Mexico and those shipments to the Pacific Coast; I ought to get more business out there now. It's funny my salesmen didn't find out about those rates." I assured him that he was not the only one to whom the shipping department was a forgotten department, and that the finding of an overcharge on the New Mexico shipment which seemed to thrill him was nothing new to me; that the traffic department of which I was manager audited every freight bill before payment, and that overcharges on freight bills, when found, were not a surprise in that we had so many of them to take

care of; and that one freight bureau alone had recovered over \$750,000 in overcharges on old freight bills for their clients.

In writing this true story of a friendly deed performed while attending a convention, I have mentioned some minor details that, were they left out, space would be conserved; no doubt, you who are traffic managers will say, "Your findings are elementary, and of small moment in comparison to the larger problems that face traffic managers." This, I admit, for I too have faced the larger problems, having had experience in a traffic bureau, manager of an export department and as traffic manager of three separate companies under the same ownership. But I would remind the reader that the president and fraternity brother of my story is a well known business man. His factory is considered modern in every respect. As a young man, a graduate of a widely known engineering school, he, according to one of my advisors, a close friend of the president, considered himself an A-1 executive and others considered him likewise. But the parcel post scale and the extra stamps used was enough to cause him to say: "I ought to fire the superintendent and shipping clerk," and when I told him the president of the company should be fired too for forgetting a department that can upset the combined efforts of three, he admitted his guilt.

I may, however, be guilty of using unnecessary space when I answer the question, "What did the A-1 executive do with my recommendations?" The answer is

1. He organized a traffic department.

2. Old freight bills were audited and a considerable amount recovered.

3. The shipping clerk was not fired but was given a raise and his tuition paid for a 2-yr. course in traffic management in an evening school.

4. The scale that replaced the old \$7.00 scale that was thrown in the junk box was also replaced by a higher priced scale.

5. Because of lower rates, new territory was opened and more business obtained.

6. The forgotten department was no longer forgotten, but considered one of the most important departments of the firm.

and as the president advised at a later fraternity convention, "It all happened because a visiting frat brother happened to be a traffic manager."

For my next true story of a forgotten department, I have chosen a firm 200 miles south of the city where my fraternity brother made his discovery that traffic management is as important as accountancy or any of the other learned professions.

This firm is not only nationally advertised, but has advertisements

(Continued on page 51)

Weight Basis Ordered for Approval of I.C.C. on Household Goods

Examiner Aplin Proposes That Cubage Charges Be Ordered Discontinued. Competitive Practices Have Made Uniform Methods Difficult

AN order establishing weight as the basis for household goods transportation has been submitted to the Interstate Commerce Comm. for approval by Examiner S. A. Aplin, who proposes that cubage charges be ordered discontinued.

This recommendation, and others affecting the household goods moving business, is the result of 89 informal conferences held at representative points throughout the country, attended by representatives of 1,286 carriers. Questionnaires were sent to carriers not represented at the meeting and Examiner Aplin's recommendations cover his analyses of expressions made by 2,351 concerns engaged in the business.

The rule which he proposes for adoption states:

"All common carriers engaged in the transportation of household goods in interstate or foreign commerce shall establish, in the manner and form required by section 217 of the Motor Carrier Act, 1935, and by the regulations of the Commission issued pursuant thereto, rates and charges for the transportation of household goods in interstate or foreign commerce stated in terms of cents per hundred pounds or fractions thereof, and shall not establish rates or charges upon any other basis. All rates and charges applicable to the transportation of household goods established upon any other basis than in cents per hundred pounds or fractions thereof shall be canceled and superseded by rates or charges published in accordance with this rule."

The Examiner pointed to the lack of uniformity in charges that existed prior to enactment of the Motor Carrier Act which required posting and adherence to tariffs showing charges for transportation and all other services. The principal tariffs filed under that order published distance rates on a displacement or cubic footage basis, largest of these being the Holman tariff, published by Household Goods Carriers Bureau on behalf of about 2,000 carriers. This tariff publishes hourly rates for distances under 10 miles, and rates in amount per cubic foot for distances of 10

miles or greater. Charges also are published for accessorial and terminal services. The tariffs of other carriers naming rates on the cubic measurement basis differ from the Holman tariff in some respects but principally in the level of the rates published.

Since passage of the act the industry as a whole has endeavored to agree upon a uniform method of operation to be adopted by all carriers which would result in fairness but, Aplin found, competitive practices of "certain carriers" has made this impossible.

Favored by Majority

The majority of operators represented at the hearings, the Examiner reports, favored the hundred-weight basis. Among them were Household Goods Carriers Bureau, National Furniture Warehousemen's Assn., Inc., Interstate Household Movers Tariff Bureau, Inc., Southwest Warehouse and Transfermen's Assn., Inc., and numerous state and local organizations of carriers, and Allied Van Lines, Inc., North American Van Lines, Inc., and many individual operators. Adoption of the rule was opposed principally by Georgia Household Goods Carriers Assn., Independent Movers and Warehousemen's Assn., Inc., John F. Ivory Storage Co., Inc., and numerous other individual operators.

The problem and the proposed method of solution are discussed by Examiner Aplin in his report as follows:

"Under a practice which has grown up in the industry the prospective shipper of household goods usually asks a number of carriers to give estimates of the cost of transporting the goods. For the purpose of giving estimates and determining the applicable transportation charges, there is in general use a uniform table of measurements. This table contains a list of the various articles usually found in a dwelling and in an office. Beside each item is printed the cubic measurement to be used for that item and spaces are provided for the carrier to note the number of each item to be moved and the total cubic footage of each item. With certain

exceptions, the general practice appears to be for the carrier obtaining the contract to transport the goods on basis of estimate unless there is an obvious difference between the amount of goods listed on the table of measurements and that offered for loading.

"In competing for business, unscrupulous operators will purposely underestimate the total footage of a prospective load by failing to list items or improperly listing them, for the purpose of obtaining the transportation contract. At destination these carriers will either knowingly and wilfully collect charges on a basis of the underestimate, a direct violation of the act, or demand that the customer pay the correct charges, claiming that an innocent error was made in the estimate or that the customers added articles not shown to the estimator.

"The basis of tariff publication and method of operation generally followed do not provide a definite and certain means of accurately determining the size of the load to be transported and consequently the precise charge applicable on the shipment. The cubic footage assigned to the various items listed on the table of measurements, which governs regardless of actual measurement, is based on averages and is incorrect in many instances. These measurements apply whether articles are heavy or light and whether such articles as bureaus, tubs, or filing cabinets are empty or loaded to capacity with other articles."

After describing other factors which he considers defeats the cubage rule either by occasioning honest error or placing "a tool in the hands of the dishonest operator with which to rebate, discount and otherwise evade the requirements of the act under the guise of honest mistake," Examiner Aplin continued:

"They (supporters of the weight rule) urge adoption of the proposed weight basis which they believe would provide a standard and definite method of rate determination and quotation; result in charges which are fair to the shipper and commensurate with the service performed by the carrier; that the weighing of shipments by a disinterested weighmaster would remove much of the human element inherent in the present system; and that substitution of a weight ticket for a measurement sheet, which is difficult of verification, would afford the Commission a definite means of policing the industry and enforcing the provisions of the Act."

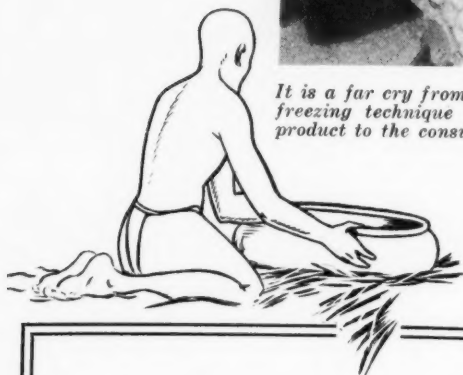
The Procurement Division of the United States Treasury, Aplin recorded, favors the weight basis in its operations as a shipper. Intrastate rates in Michigan, Texas, and generally in the territory west of the Rocky Mountains, attest its popularity.

The Examiner did not contend that cubage bases are universally unworkable. He cited the operations of the Ivory company in Michigan and commented: "This respondent has operated successfully under a tariff which it considers fair since it provides for charges based on the actual facts regarding shipments rather than on mere estimates. In its opinion a tariff under the weight basis would be subject to the same dishonest practices now indulged in by unscrupulous operators under certain measurement tariffs."

Some other opponents of the
(Concluded on page 36)



It is a far cry from the ancient Egyptian methods of refrigeration to the modern quick-freezing technique which has greatly extended the radius of food supply and brings the product to the consumer in its original state of freshness.



THE GROWTH OF QUICK-FR

By Dr. J. C. MAGUIE

A NEW SERIES OF ARTICLES ON A FAST DEVELOPING INDUSTRY

THE progressive development of the quick-freezing industry during the past few years and the promise of greater strides being made from now on, brings to the fore for the consideration of the cold storage industry as well as its customers such questions as preservation, storage, transportation and distribution of frozen foods.

D and W in this issue starts a series of articles written by an authority in the quick-freezing field. He will cover all phases, historically and factually and in articles to appear in later issues will point out competitive conditions that exist and may grow to become of major consideration to the cold storage industry.

The Editor.

FROZEN milk and cream drinks were well known to the Chinaman and the Jap of the 5th Century B.C., and Ancient Egyptians knew how to produce ice with the aid of the dry winds from the Sahara. Liquids placed in shallow earthenware vessels and these placed on a layer of straw, where the winds could blow across them at night caused temperatures low enough to produce a thin layer of ice by means of rapid evaporation.

Greek warriors on long marches dug trenches, lined them with straw and filled them with snow to cool food and drink for the army. The Romans brought snow from the Alps for similar purposes, and early in the 17th century, the French government attempted to control the transportation and sale of snow for refrigeration. This attempt failed because of primitive methods of transportation and storage.

Even at this early period scientists and engineers were endeavoring to create low temperatures

without using natural ice mixed with other ingredients. During the past decade efforts have been toward compressors and refrigeration mediums developing considerably lower temperatures than any yet produced. Consequently, improvements in insulation, arrangement of coils and machinery have been perfected, and today, temperatures previously considered impractical for commercial purposes are now economically possible. Principal innovations of the last half century, each in turn heralded as revolutionary, are: commercial canning, cold storage warehousing, desiccation and quick-freezing. All of them have the effect of minimizing seasonal and climatic limitations of perishable foods by permitting longer storage and greater shipping distance. They also tend to concentrate more of the operations for food preparation in plants near sources of supply, correspondingly simplifying operations at points of consumption.

The terms "Quick-Frozen" and "Quick-Chilled" have been applied to the more recent developments. Experimental work by Birdseye, Ottesen, Taylor, Zarotschenzeff and others has resulted in immediate commercial value. Originally the principal application was to fish

and other sea-foods, of which quick deterioration and spoilage under prevailing methods of refrigeration and marketing caused high annual money loss. Later, the method was extended to meats, vegetables, fruits and dairy products, because important economies were found possible.

Review of Quick-Frozen Food Industry

The purpose of quick-freezing is to put a complete stop to deterioration of perishable foods during long-time storage or in transit, without incurring any of the bad effects ordinarily observed when foods are accidentally frozen in cold weather. Where freezing oc-

curs very rapidly, ice crystals formed within individual cells of plant or animal tissue are quite small, and rupture of cell walls is thereby prevented. Segregation of salts, protein substance and other constituents of cell contents is minimized. Quick frozen foods when thawed retain natural appearance, flavor and texture, because escape of juices by leakage from cells is avoided and water from melted crystals acts to restore cell contents to their original condition.

To secure necessary rapidity of freezing, heat removal from foods must be accomplished by conduction rather than convection or radiation, and chilling surfaces in contact with the food must be held at very low temperatures. It is not sufficient, merely, to expose the food to low temperatures such as are maintained in "sharp rooms" of meat packing plants or "hardening rooms" used for ice cream, because heat transfer from food to refrigerating coils, with air as intermediate heat-conveying medium, occurs far too slowly and the results obtained are quite inferior to those with true quick-freezing processes. While large quantities of meat are bulk "sharp" frozen for long-distance rail shipment or ocean transport, such methods are known to be imperfect and are not at all applicable to vegetables, fruits and similar delicate perishables.

A number of systems for quick-freezing, invented in this country and abroad, have found application to varying extent, principally for sea-foods. They all require refrigeration equipment to produce temperatures between minus 5 deg. and minus 55 deg. F., accomplishing complete freezing of individual pieces or packages in less than 2 hrs. In this evolutionary process, of course, the technological developments have been of great importance, but success has only been possible when the combined technological and economic problems have been solved in a manner that would make these products competitive in the field of distribution and of an assured high quality.

Production

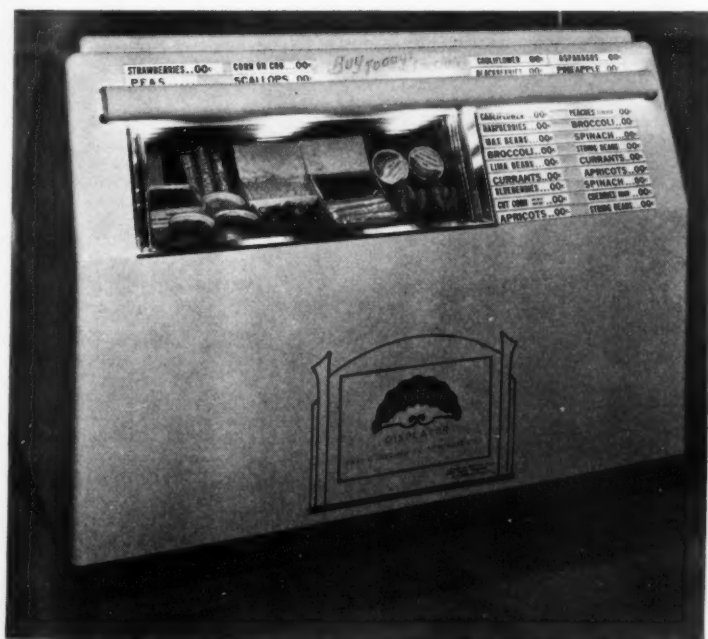
The differences between "Sharp" and "Quick-Freezing" are as follows:

Older practices in freezing food products known as "sharp," or "air," or "slow" freezing, employ rooms or chambers maintained at temperatures down to minus 15 deg. or 20 deg. F. Owing to the comparatively low rate of heat transfer between air and outside surface of article to be frozen, the total time required to accomplish complete solidification, through to

(Continued on page 59)



FREEZING



A new modern display cabinet that speaks eloquently for the process of quick freezing now offered the public. Above: a product uses the slogan "Quickly Frosted While Strictly Fresh."

NEW UNIT OF HANDLING EQUIPMENT SAVED COST OF NEW BUILDING

BY C. C. HADDRELL
Materials Handling Engineer

FACED with the problem of having to construct a new building because of the demand for more warehouse space, a prominent manufacturer saved this big expenditure through the installation of a power fork truck and pallets. Rearrangement of stocks and aisles increased storage capacity about 25 per cent and this plus the saving in handling costs with the fork truck-pallet system not only obviated the need of a new building but showed possible savings of \$2,500 a year besides. Thus, for the expenditure of about \$5,500 for the truck and pallets plus the time used in investigating handling and storage conditions, this company saved itself considerable money.

In this case, the necessity was not so much reduced handling cost as increased storage space. There was in existence a one-story structure which had previously been built, and was in use as a storage warehouse for various types of materials. The demand for more space seemed to indicate the necessity of a new building which would involve a considerable expenditure of money. The conditions which existed in the old warehouse, are clearly shown in Figures No. 1, No. 3 and No. 5, and it will be noted that in some areas, the materials were stored in a haphazard manner, such as shown in Fig. No. 1, but in the other areas, as shown in Figures No. 3 and No. 5, it would appear the space was well-utilized, and

that the material was piled as high as safety would permit.

However, the plant engineer of this company was not satisfied that the present space was being used to advantage, and because a materials handling department was available to make the study, he assigned the investigation of conditions in the warehouse to this department, and asked that they bring in a report on the best method for correcting the existing conditions, and at the same time,

take care of their increased requirements.

In order to facilitate the work of the materials handling department, photographs were taken showing the existing conditions as illustrated in Figures No. 1, No. 3, and No. 5, and by making a survey on the premises, all data was collected, as to the quantity of material of each kind to be handled and stored, and it was soon realized that materials were being stored in a haphazard man-



Fig. 1

BEFORE AND



Fig. 3



Fig. 4

BEFORE AND AFTER

Increased storage space was needed and a new building seemed the only solution.

This story illustrates how the cost of this building was saved by the use of a power fork truck and pallets and the better use of space.

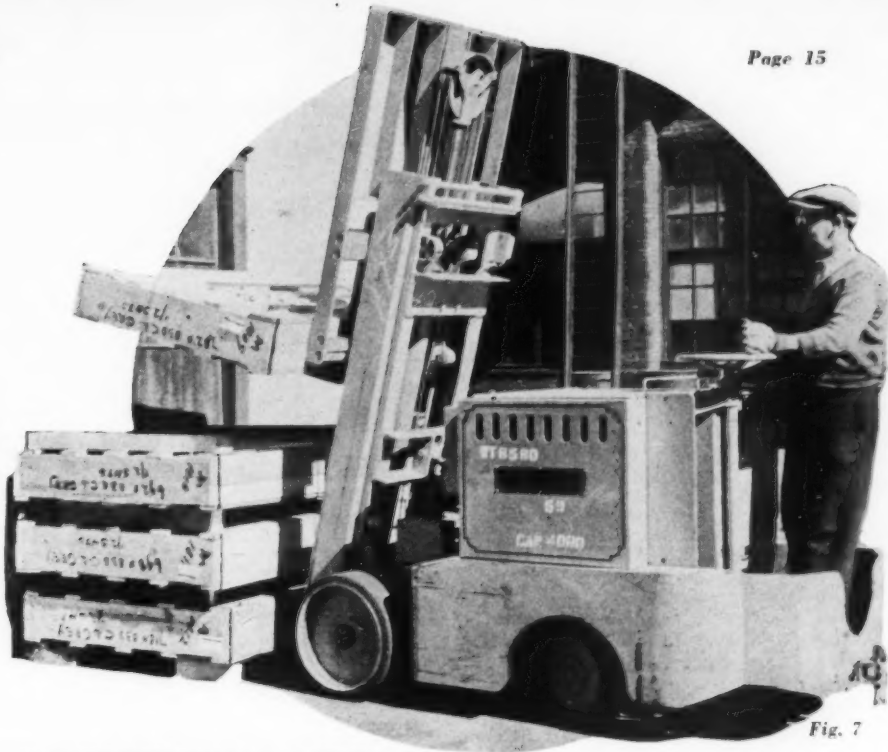


Fig. 7

Power fork lift truck whose work saved building of new structure and saved about \$2,500 besides



AFTER

Fig. 2

ner, and while general warehouse methods were being used, and certain areas were assigned for each commodity, nevertheless, there was a lot of waste space and considerable hand-handling, which resulted in loss of time.

It was also noted that under existing methods, all of the safety precautions had not been followed as prevailed in the rest of the plant, and so it was decided to make a complete analysis of conditions, and what could be done to improve the handling methods, increase safety, and also increase storage capacity.

It was found that there were three sources of supply feeding
(Concluded on page 63)

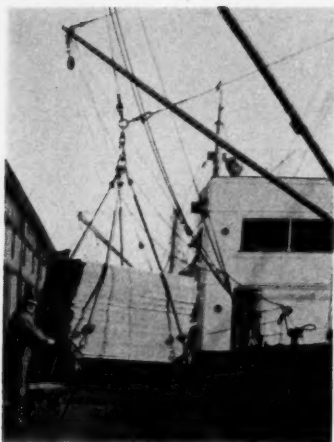


Fig. 5



Fig. 6

BEFORE AND AFTER



Rubber bridles and canvas gloves keep this sling load of doors unmarked and unsoiled.

By LEWIS A. LAPHAM

American-Hawaiian Steamship Co.

AROUND the expression, "duty to cargo," as conceived by the modern ocean carrier, there has grown a science that is in many ways as precise and provable as those that function in a laboratory.

Both the concept and the science, naturally enough, derive from the principles of good business, which, in the transportation industry, translates, simply, into good service. Good service is not only the industry's trump card, it



Discharging automobiles. Note padded bridles to prevent chafing, wide-spreading sling, rope and rubber cushion net.

SCIENCE GOES TO SEA

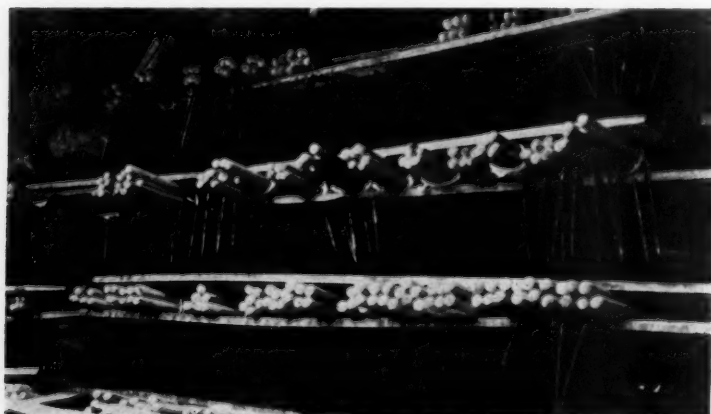
Modern handling the result of experience and painstaking attention to detail... Ocean carriers constantly refining their technique through new methods

is the whole deck, and in recent years, it has been faced with increased demands.

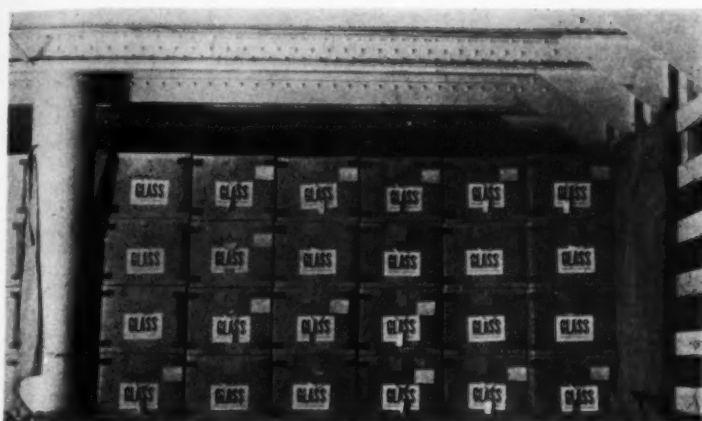
Of those demands, two are noteworthy (a) Modern distributional methods, which make for a continuous flow of multiple commodities, and (b) modern methods of packing and packaging goods, which make for economy and attractive-

ness on the one hand, but fragility on the other. These are the factors that have the more fully developed and explored that science which today assures shipments of smooth, secure delivery.

The basis of that science rests on the equipment and the personnel required to fulfill the ocean carrier's duty to his cargo. It represents a staggering investment. The carrier must have, obviously, a fleet of ships, and he must maintain them not only to meet the exhaustive demands of cargo in transit, but also against the highly competitive demands of a widespread transportation industry. He must have adequate terminal facilities for the receipt, delivery, sorting and segregation of his shipments. Lastly, both his ships and his terminal operation must be equipped with all the varied and manifold types of gear—



Scientific stowage—even rows of shovels alternately faced, separated by dunnage to prevent gouging or nicking.



Glassware perfectly stowed—note heavy paper wrappings at stanchion and battens—resulting in (right) perfect outturn.

slings, hoists, conveyors, belts, platforms, nets, winches, cranes, etc.—required for the loading and discharge of the commodities carried, which range from pins to pipe, from glassware to bulk wheat, from delicate scientific instruments to automobiles.

But over and above all these, he must have the men trained to run them—men to sail and navigate his ships; men expert in the stowage of his ships, an art in itself; men taught to the usages of modern loading gear; men to handle his terminal operations.

So much for the general, the broad scale qualifications of the ocean carrier, before he is ready even to bid for his cargoes.

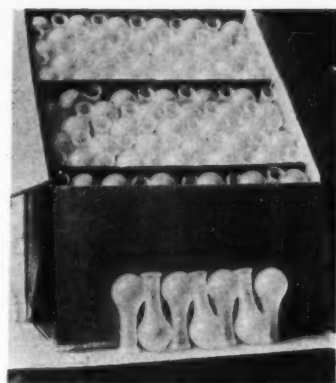
Assuming now that these qualifications exist, let us trace the carrier's duty to his cargo from this point on.

It begins with the proper receipt of the cargo, from a 50-lb. to a 100-ton unit.

In the first place, for purposes of certain and ready identification, to preclude delay in discharging at the other end of the voyage, the marks and numbers on packages must compare exactly with the dock receipts.

In the second place, the carrier must be thoroughly aware of the nature of the goods that he is called upon to carry, that he may see to their safe and proper stowage once aboard. Some cargoes, for example, are damaged by heat, some by cold, and must be stowed to avoid damage. Some cargoes require forced, some natural, some restricted ventilation, and must be stowed accordingly. Some cargoes prove dangerous or injurious to others if placed in the same hold—must therefore be stowed apart.

In the third place, the carrier will satisfy himself as to the con-

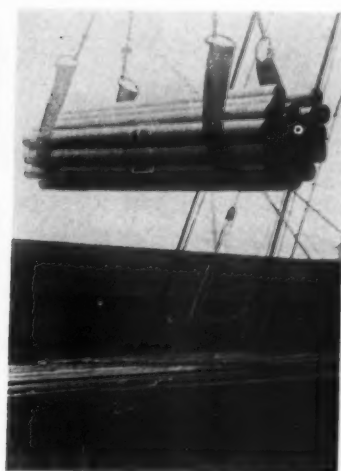


dition of the cargo upon receipt. A crate of furniture may contain a broken slat or two, a sack of wool may have been gashed or torn. The terminal cooper shop will recondition the crate, sew up the sack, before either is allowed aboard. Such treatment effectively

forestalls damages in transit, thereby prevents delay and claim wrangling, and as such is merely one of the routine aspects of superior service offered by the intelligent modern carrier.

There follows the proper documentation of the cargo. The bill of lading must be in the shipper's hands as soon as possible so that he may bank it if he wishes. To be bankable, the bill of lading must be perfectly made out, an accurate, legible, complete record of the shipment, setting forth the rates and charges that it will pay, the privileges it shares, the responsibilities it accepts.

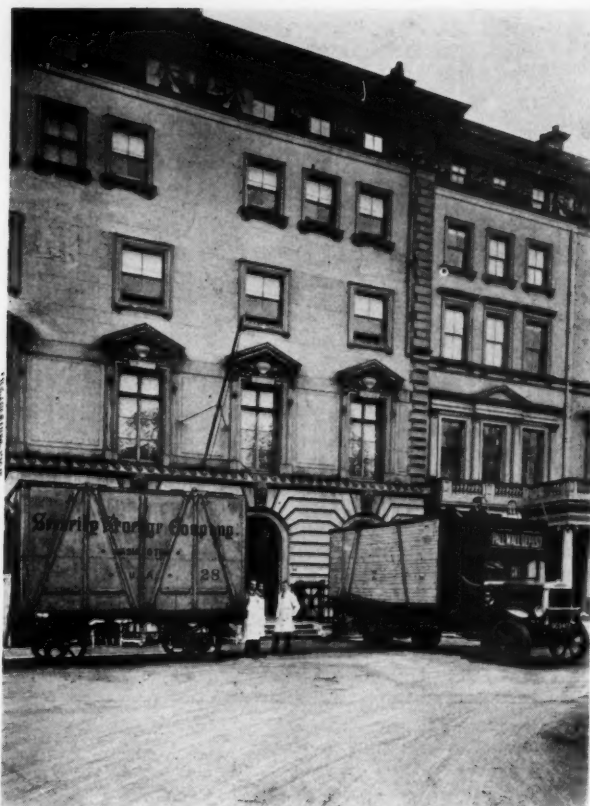
(Continued on page 67)



Wide canvas belts prevent linoleum tubes from chaffing or scratching.

(Below) Smoothly stacked sacks of walnuts await loading. The rope sling or "save all" draped between ship and shore prevents injury alike to personnel and cargo.



American Embassy
at London

HOW TO PACK FOR OVERSEAS S

Rules and Regulations and Other Practical Suggestions Governing the Shipment Abroad of Household Effects Either Packed or Via Lift Van

PACKING for overseas shipment calls for a greater degree of skill and care than for inland shipment. If "lift" vans are not used, all goods should be packed in cases (not crates), lined with waterproof paper. Each case should be numbered, and an inventory made showing the contents of each, the weight and measurement. For small articles an exact listing is not essential, but a general description of the articles should be noted. In some countries solid silverware is subject to special formalities, and must be inspected at Customs. Therefore, silver should be packed in a separate case, and an exact inventory made. If loaded into a van it should be placed near the door, so as to be available without unloading the van.

As a general rule foreign re-

movals should include a bed, a table and a chair, in order to permit free entry abroad. This does not apply to diplomatic shipments having courtesy privileges. Special permits are generally required for the shipment of firearms and ammunition. Avoid using newspapers in packing goods going to countries where rigid censorship exists. New articles, wines, spirits, tobacco, and machines are dutiable in practically all countries.

To prevent injury by dampness and by insects great care should be given to waterproofing. It is a wise precaution to wrap the articles particularly susceptible to damage, in waterproof paper, and to waterproof line the case itself with two thicknesses. Tack the paper to case to hold in place. Such wrapping will keep out dampness and clothes moths, and other insects, but if in-

sect larvae or eggs are present or suspected, then use paradichlorobenzene or naphthalene flakes inside the case, about 1 lb. to each 8 or 10 cu.ft. The evaporation of these flakes creates a gas which is heavier than air, and if confined in a practically air tight container is deadly to insects, and quite harmless to fabrics or furniture.

Mark all cases with brush marks. In addition to address, mark large cases to show top and bottom; cases of fragile articles, "Fragile." Each case should show its number, and it is a good plan to make a circle around the nails that secure braces, as a guide to the unpacker. In unpacking, braces should be removed before furniture is taken from the case. It is generally the best plan to mark and ship goods for Foreign Service Officers, to the Chief of Mission, at destination, if it is the capital, showing the initials of the owner, and the weight and measurement. The port of arrival should be shown in letters at least 2 in. high.

Stencils will be mailed to anyone asking for them. If the owner

or representative is not going to supervise the unpacking at destination, and there are no expert packers there, instructions regarding the method of packing and the precautions necessary in unpacking should be sent on. It is important that all braces be released before attempt is made to take furniture from crates or cases, and that particular care be used in unpacking glass and china, to carefully remove the excelsior about the articles, and not pull them out, and also to search the excelsior carefully that no small articles be lost therein, as so frequently happens.

The binding of strapiron around cases strengthens the case, and is a great protection from pilferage. The implement for tightening and binding this strapiron about cases, if not owned by the packer, may very likely be borrowed from the dealer in strapiron.

Straw, hay, and secondhand canvas should not be used in packing, as its importation into the United States and some other countries, is prohibited, because of danger of importing disease germs.

Number each case, and have lists made showing the number, contents, with any damages noted, and the weight and measurement.

The important thing in packing furniture is in the bracing within

the case to prevent the furniture from shifting. Furniture cannot be considered properly packed if placed inside boxes, no matter how good the boxes, or the waterproofing, if there is opportunity for movement of the furniture inside.

Braces should be used to keep the weight off the legs of furniture, and to prevent movement of pieces inside the box or crate. The furniture should be amply padded at places of contact with braces.

Braces should be securely nailed or screwed to the sides of the cases. In unpacking, these braces should be released before attempting to remove furniture.

In nailing braces be sure that the nails are driven into the brace and do not project outside. It is important that braces be securely fastened, as they may do much damage if they come loose. Place braces where they cannot damage the piece of furniture. Where much weight is to be supported by brace, nail the brace to wooden blocks, and nails the blocks to the side of box to hold brace in place.

Pieces of furniture that will dovetail well together, should be assembled (for it is important to economize space, as ocean freight is by the cubic foot), and then a case made for the assembled group. If ready made cases are being used

some experimenting is necessary to arrange the most suitable and economical group of pieces for each case. All pieces should be first thoroughly wrapped in paper, then protected by thick pads of paper filled with excelsior. These pads should be tightly tied and should protect all the outlines of the piece of furniture which may come in contact with another piece, or the bracing. Cords should not touch furniture.

Where the usual traffic conditions prevail, large cases should be preferred as being more economical of space and packing costs. But if the journey is to places where cargo is discharged by lighter, or where no railroad touches, or where small river boats or caravan must be used, the cases should not be very large.

Books

Ordinary books wrap in paper, and pack tightly in boxes of 10 cu.ft. or less. The boxes should be lined with waterproof paper, and there should be $\frac{1}{4}$ in. or more of newspaper or other soft paper on top and bottom and sides of the box. The box should be bound with strapiron, or with cleats of wood for additional strengthening, because of the weight. Valuable books should be doubly and carefully wrapped, using glazed paper. It is not necessary to wrap cheap books each one separately. Be very careful in nailing tops on boxes to see that no nails project inside the box. A nail projecting inside of the box may do much damage to the books.

China and Glass

Pack in strong barrels, or in tierces, with wooden heads. Wrap fine glass and delicate pieces in tissue paper, then bundle in excelsior. Plates, saucers, etc., wrap in paper and bundle 6 or more in excelsior, and place perpendicular to the bottom of the barrel. The barrel should have 2 to 3 in. of excelsior at top and bottom, and between each tier of china and glass. All articles should be packed in tightly so that there will be no movement within the barrels. Do not be economical with the excelsior. If it is not possible to obtain barrels or tierces, use wooden cases, and more paper wrapping and more excelsior. Very fragile and very valuable pieces should be first wrapped, then packed in cotton, or excelsior, inside pasteboard boxes or cartons. Mark the outside of the cases prominently "Fragile Handle With Care." If boxes must be used for china, and if the boxes are larger than 12 cu. ft., make a partition half way between top and bottom of box, to

SHIPMENT

By C. A. ASPINWALL

President, Security Storage, Washington D. C.

Translations of Appropriate Markings

ENGLISH	Handle With Care	This Side Up	Open At This End
Fragile			
FRENCH OR BELGIAN			
Fragile	Avec Soin	Ce Cote En Haut	Ouvrez Ici
GERMAN			
Zerbrechlich	Behandle Mit Vorsicht	Diese Seite Oben	An Diesem Ende Zu Offen
ITALIAN			
Fragile	Maneggiare Con Cura	Alto	Aprire Da Questa Parte
SPANISH			
Fragil	Manejar Con Cuidado	Este Costado En Alto	Abrir Por Este Costado
DUTCH			
Breekbaar	Voorzichtig te behandelen	Deze kant naar boven	Open aan dezen kant
SWEDISH			
Bräckligt	Aktas för stöt	Denna sida upp	Oppnas här
PORTUGUESE			
Fragil	Transportem Con Cuidado	Este Lado Para Cima	Abra-Se Por Este Lado
DANISH OR SCANDINAVIAN			
Skrobeligt	Forsigtig	Denne Side Op	Aabnes fra denne Side
RUSSIAN			
Бисочесия	Осторожно	Ето Верхняя Сторона	Открывайте С Етой Стороны

divide the weight and strengthen the box. Mark "top" and "bottom."

Clocks

Remove works from tall clocks, and box separately. Heavy clocks box separately, or in partitioned off compartment in larger cases. Small clocks may be packed with china, and if valuable, bed in cotton in pasteboard box.

Remove pendulums, and pack with keys in a package large enough so they will not be thrown away with the packing material when unpacking. Pendulums for tall clocks should be put on a strip of wood, and fastened to side of box. Weights should be partitioned off from works.

Electric Refrigerators

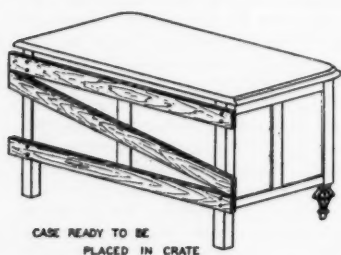
Boxes for these are usually obtainable from dealers. All refrigerators with swinging motors should have the motors fastened down securely or taken out and packed separately. General Electric refrigerators should have the unit taken out and packed in separate case, protecting especially the part that swings inside the refrigerator. Most electric refrigerators, except General Electric and Westinghouse, should have gas pumped back in chamber before packing, otherwise gas will escape.

Lamps and Shades

Tall lamps can be packed with furniture. Table lamps treat in same manner as clocks. Shades should be packed in cartons, and the cartons packed in cases of furniture, or inside furniture, if such spaces are available.

Marble

Flat marbles should be packed either in separate boxes or in partitioned off space in larger boxes. Place heavy pads about the marble and pack perpendicular to the bot-



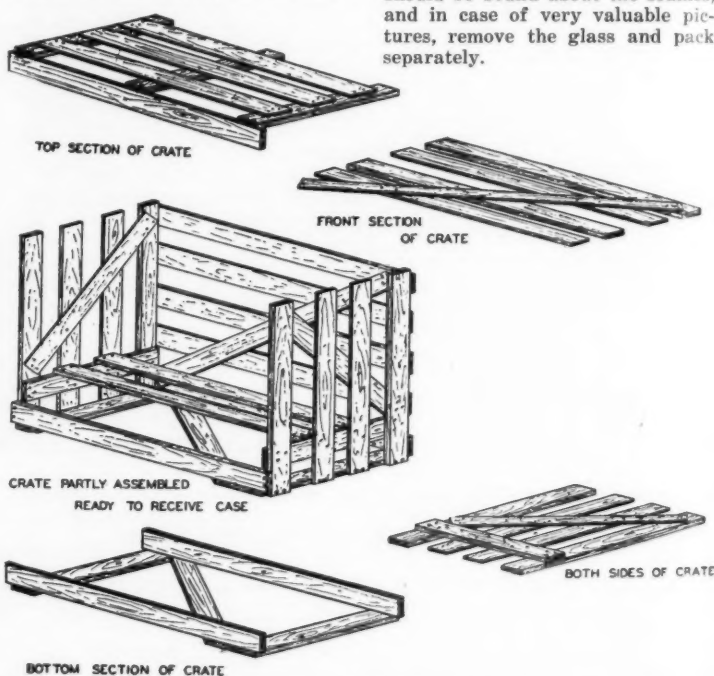
tom of the case. An ample bed of excelsior should be placed above and below and between, and the marbles braced to prevent movement. If two marbles are packed together, place a sheet or two of paper between them, (but not pads).

Articles of marble and stone, if

large, should be packed in separate cases, and the important point is to see that braces are affixed and nailed to the sides of the case, so that the article cannot move. In attaching braces, pads should be placed if needed to prevent the brace rubbing the article. Because of the weight, bedding in excelsior is not sufficient. Bracing must be used.

Pianos

Generally it is possible to obtain from piano dealers boxes made especially for them. If not, a box should be made to fit. Protect the piano case by thick pads wrapped about it. The box should be doubly lined with waterproof paper. If there is any possibility of moth or other destructive insect eggs being present, a thick spraying of para-



A practical crate for shipment by rail, showing various steps in construction. Furniture to be loaded in lift vans need not be boxed or crated unless very fragile or valuable. Books, china, etc., may be packed in cartons or packages, instead of wooden cases.

dichlorobenzene or naphthalene flakes should be used.

Upright pianos—place in the case and bolt securely from outside through into the back of the piano, with large screws, then brace in front, with pads and plenty of glazed paper under brace.

Grand pianos—it is necessary to have a strong brace or board about 2 in. thick, and bolt this to the bottom of the piano. Then place the piano in the case, top up. Securely fasten the ends of the braces which are bolted to the piano by fitting boards or blocks over the ends. Then insert screws through

these boards or blocks from outside the case. The lid of piano should be securely fastened down. If braced, use plenty of glazed paper under pads to avoid excelsior marking.

Pictures

Ordinary flat frame pictures, wrap and bed in excelsior, in boxes not exceeding 20 cu.ft. See that there is plenty of excelsior between pictures.

For valuable pictures, with glass, paste strips of paper gridiron fashion across the face of the glass for the purpose of holding the glass together should it be shattered in handling, so that the broken glass shall not injure the picture. If frames are delicate, pads of paper filled with excelsior should be bound about the frames, and in case of very valuable pictures, remove the glass and pack separately.

For large pictures with heavy frames, screw two wooden braces to the back of the frame, and then place inside box made for the purpose, and nail the braces to the side of the case. The frames should be first thoroughly padded and glasses protected as above. No more than 4 pictures should be packed in one case. Do not use this method unless skilled packers or carpenters are available.

In unpacking such cases great care must be used, the braces being first released from the case by drawing the nails. If competent packers are not available it is bet-

ter to bed the pictures in an ample amount of excelsior.

Waterproof line all cases containing valuable pictures.

Do not let hands touch the surface of canvas in packing. Be careful not to use boxes that have knots—the knots may fall out.

For small pictures a good method is to make pads of folded newspaper 3 to 6 in. wide, place these pads around the picture, at the top and bottom, and then place this face to face with another picture of about the same size, tie the two together, and pack in bureau drawers with pillows and comforts.

Radios

Boxes for these can usually be obtained from the dealers. Remove tubes and pack carefully in small cartons, which can be placed in same box with the radio. Tubes are very fragile, and insurance underwriters do not accept claims for failure of tubes to work after shipment.

Rugs

The closely woven rugs suffer from long folding. They should be rolled and either placed in waterproof cases, or wrapped in waterproof paper, then burlap or canvas, and a light crate or truss placed around them, to protect the wrapping from being worn through, as may happen in long journeys, due to the constant vibration and rubbing of some articles of freight next to the rug package.

Silverware

Pack in boxes. Strap iron boxes if possible and seal. If not, wire the boxes and seal. Wrap the silverware in cotton wool, cloth, or non-tarnish tissue paper before bedding in excelsior. Ordinary paper has sulphur in it, and will tarnish silver. Be careful that excelsior or other material used is quite dry, and leave no salt in the silver.

Lift Vans

The use of "lift" vans is economical for shipping household goods overseas for two reasons. First, the packing cost is reduced because boxing is not required. This saving varies according to circumstances. In the United States it runs from \$200 to \$300 per 830-cu.ft. van.

Second, there is a saving in freight charges because the bulk of the shipment is less. The increase in bulk by different methods of packing is 9 per cent if steel vans are used, 15 per cent to 25 per cent if wooden vans are used, 25 per cent to 40 per cent if the goods are boxed. At an average

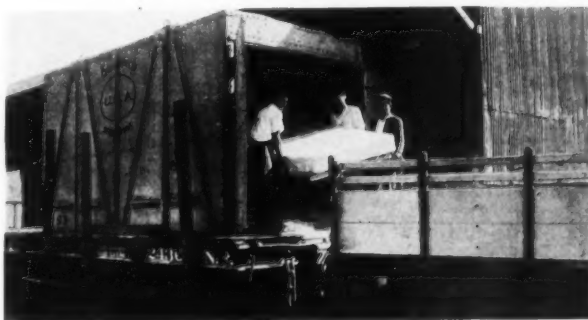
ocean freight rate of 40 cents per cubic foot, a saving in ocean freight charges of \$100 to \$200 is often possible. On some lines a lower freight rate per cubic foot is quoted on furniture in "lift" vans than in cases.

A recent actual example illustrates both the above points. Three firms estimated on a shipment to London. All three estimated the goods at about 800 cu.ft. One estimated on boxing, and said the bulk after boxing would be about 1,200 cu.ft. The second planned to use a wooden "lift" van of 775 cu.ft. capacity, measuring exactly 1,090

If competitive bids for overseas removals are called for, the bids should cover all costs *from door to door*. The use of "lift" vans, especially steel vans, reduces the risks of pilferage, water damage, and breakage to a minimum. Steel vans have carried assignments of household goods, valuables and works of art to all parts of the world, and to and from all climates. They have gone to China, Japan, India, Australia, and New Zealand; to South and Central America, North Africa, and the Near East. Their record is extraordinarily impressive. There has never been a loss



Two Security steel storingvans loading goods of Ambassador to Turkey



San Jose, Costa Rica. Van from Warsaw, Poland, being unloaded into warehouse

cu.ft. outside. The third planned to use a steel van of exactly 904 cu.ft. The ocean freight rate to London is 40 cents per cubic foot. The freight charges on this particular shipment would have been as follows:

If bid No. 1 was accepted,
\$480.00.

If bid No. 2 was accepted,
\$436.00.

If bid No. 3 was accepted,
\$362.00.

by theft or water damage, and very little breakage.

Loading Lift Vans

Load all heavy pieces, such as boxes, barrels and solid pieces of furniture on the floor, using these as a base, the lighter pieces placed above, and the very light or fragile pieces on the very top of the van, but packed so they cannot move. All furniture should be padded and

(Concluded on page 71)



FROM THE CAPITAL

News of Interest
to Shippers and
Warehousemen

Carriers and Shippers Warned Of Credit Extension Violations

Widespread violation of the credit extension order of the Interstate Commerce Commission, division five, is reported and motor carriers and shippers have been warned that both are liable under the ruling. All motor freight charges of common carriers, it has been ordered, must be paid within 7 days of rendering bills for payment of the transportation.

Under section 222c of the motor carrier act, 1935, violators of this and other provisions are subject to a fine of up to \$500 for the first offense and not more than \$2,000 for any subsequent offense, it is pointed out.

Previous orders of the commission on rules and regulations on the collection of rates and charges were vacated after full investigation had been made. The new order of the commission prescribed the 7-day period for the payment of these rates and charges.

Drastic enforcement of this new rule is coming, it is said, and shippers and common motor carriers are equally warned to be on their guard to comply with the order as they are both subject to its provisions.

The order of the commission to which allusion was made, in part, reads as follows:

From the Washington Office of D and W

"Upon taking precautions deemed by them to be sufficient to assure payment of the tariff charges within the credit period herein specified, common carriers by motor vehicle may relinquish possession of freight in advance of the payment of the tariff charges thereon and may extend credit in the amount of such charges to those who undertake to pay them, such persons herein being called shippers, for a period of 7 days, excluding Sundays and legal holidays other than Saturday half-holidays.

"When the freight bill covering a shipment is presented to the shipper on or before the date of delivery, the credit period shall run from the first 12 o'clock midnight following delivery of the freight. When the freight bill is not presented to the shipper on or before the date of delivery, the credit period shall run from the first 12 o'clock midnight following the presentation of the freight bill.

"Where a common carrier by motor vehicle has relinquished possession of freight and collected the amount of tariff charges presented by it as the total amount of such charges, and another freight bill for additional freight charges is thereafter presented to the shipper, the carrier may extend credit in the amount of such additional charges for a period of 30 calendar days, to be computed from the first 12 o'clock midnight following the presentation of the subsequently presented freight bill.

"Freight bills for all transportation charges shall be presented to the shippers within 7 calendar days from the first 12 o'clock midnight following delivery of the freight."

It is also prescribed that shippers may have their freight bills presented by means of United States mails and when mail service is so used the time of mailing by the carrier shall be deemed to be the time of presentation of the bills. In case of a dispute as to the time of mailing, the postmark shall be accepted as showing such time.

To Check Quotation Variance

Realizing that concerted action was necessary to eliminate variance in estimates and quotations, a joint bulletin was issued under date of Aug. 16, 1938, and signed by W. H. Collin, general manager, Allied Van Lines, Inc.; E. S. Wheaton, vice-president and general manager, Aero Mayflower Transit Co.; George O. Watson, president, Greyvan Lines, Inc.; and James F. Duncan, North American Van Lines, Inc. This bulletin was sent to every agent member of each of the four companies, who, of

course, are participants in the tariff issued by Household Goods Carriers' Bureau; urging them to report deviations from the published tariff. Text of the bulletin follows:

"By reason of unscrupulous competing carriers there often arises a temptation to meet false estimates and lower rates, which are alleged to have been furnished or quoted. Under the Motor Carrier Act, 1935, no carrier may lawfully depart from its tariffs on file with the Interstate Commerce Comm. in transporting interstate or foreign shipments. Rates must be charged for the quantity of goods transported and cannot be lawfully provided through false estimate. The undersigned, on behalf of the carriers represented by each, are collectively hereby addressing their many agents with a word of caution against departing under any circumstances from the lawful tariff on file and applicable. We urge you each to make every effort to exercise the greatest care in your estimates and quotations.

"Please report promptly any known deviation. We have pledged ourselves that prompt steps will be taken to have such deviations properly dealt with. In the handling of complaints, the Washington office of the Household Goods Carriers' Bureau will furnish full cooperation.

"We shall count on you in assisting in the securing of evidence necessary to have violations of tariffs properly punished.

"In furnishing complaints and evidence thereon, such information should be sent to the Household Goods Carriers' Bureau, 1013 16th St., N. W., Washington, D. C., with copy of transmittal to your own company's principal office."

Washington to Test Plan For "Cut-Throat" Bidders

Washington, D. C., is to be the testing ground for an experiment in joint effort to end cutthroat bidding for moving contracts.

The Household Goods Carriers' Bureau is about to launch a plan under which a carrier, offered a moving job, would be required first to telephone the bureau and inquire whether any other trucker has reported the job in. In the event no competitor has done so, the carrier is permitted to make the prospective client a bid, reporting back to the bureau the amount and the details of the job.

Assuming the customer "shops around" for another bid, those whom he approaches must follow the same procedure. When they telephone the bureau they will be

advised what the bid on record is. By agreement no trucker will furnish a higher or lower offer without first convincing the bureau that the first trucker has erred.

The plan, if successful here, will be recommended for adoption elsewhere.

Court May Enjoin Tariff Violators

A Federal court has authority under the Motor Carrier Act to enjoin truck operators failing to abide by provisions of their published tariffs under a decision recently handed down by Federal Judge Oliver B. Dickinson of the District Court of the United States for the Eastern District of Pennsylvania.

Judge Dickinson's decision overrules a motion by the Overnight Motor Transportation Co., Inc., to dismiss a bill of complaint filed by the Interstate Commerce Commission seeking to enjoin the carrier from granting rate concessions to four Philadelphia packing firms in violation of the Act.

The carrier had contended that under the Act the court lacked jurisdiction over the case because of a provision in the Act exempting "the reasonableness of rates" from injunction proceedings.

The court conceded it was without authority to issue an injunction based solely on the ground that a carrier's rates were unreasonable or discriminatory but ruled it could force adherence to tariffs on file with the I.C.C.

I.C.C. Recommends Lawful Rule and Rate Charges on Canned Goods

Free stopping-in-transit rules and pool-truck charges on canned goods maintained by certain motor carriers, from Tennessee to points in the South, have been found to be "unreasonable" by Interstate Commerce Comm. Examiner Richard Yardley, who has recommended a "lawful" rule and rate.

Examiner Yardley's recommendations came as a result of an investigation into pool-truck and stop-off rules in the South, and canned goods in southern territory, ordered by the I.C.C.

"No attempt was made by respondents to justify the stopping-in-transit to partly unload shipments of canned goods without an additional charge for stop-off or split deliveries," Yardley stated. "This provision is clearly unreasonable, discriminatory, and unlawful, and will not be given further consideration other than ordered canceled."

The examiner recommended a flat \$1.50 charge for each stop in lieu of the free stopping-in-transit rule, and proposed that including

the stop at final destination, the number of stops be limited to four. In justification of a flat charge for each stop, which he stated "appears to be the only reasonable basis," Yardley pointed out that it "is extremely doubtful whether the cost per stop is necessarily controlled by weight of the component shipments.

"The out-of-line haul cost of 1,000 lbs.," he held, "is little different from that for 3,900 lbs."

In addition to his recommendation of a flat charge of \$1.50 for each stop, the examiner suggested a pool-truck rule under which the rate on each component part of a pool-truck shipment would be the truckload rate from points of origin to final destination, plus the recommended stopping fee. However, if the rate to an intermediate stop-off partial delivery point or points was greater than the truckload rate from origin to destination, under the examiner's rule, the highest rate would be added to the \$1.50 charge in arriving at the rate for each component part of the shipment. Under another feature of the examiner's proposed rule, the shipments would be subject to a truckload minimum of 12,000 lbs.

The pool-truck rule maintained by the carriers, and outlawed by the examiner, provides for application of the less-truckload rate on component shipments weighing less than 1,000 lbs.; a rate of 6 cents higher than the truckload rate on shipments of 1,000 to 2,000 lbs.; 2 cents higher than truckload on shipments of 4,000 to 12,000; and the truckload rate on shipments over 12,000 lbs.

In the absence of a charge for stopping in transit, the carrier's present rule is not only inconsistent, but would result in losses, the examiner stated.

Rail Walkout Vote Expected

It is expected that an overwhelming vote for a strike on the nation's railroads will take place Oct. 1, as a result of the railroads' plans to put into effect a reduction of 15 per cent.

Spokesmen for the managements and for the 19 standard railway unions will lay their cases before President Roosevelt and are faced by his appointment of an emergency Fact-Finding Board, which has 30 days to complete the hearings and render its decision. During that period, and for 30 days thereafter, approximately up to Dec. 1, both sides, under the law, must maintain the status quo—that is, the management may not put into effect the 15 per cent wage reduction nor may the employees strike.

The emergency board action is expected to put both sides in a frame of mind favorable to acceptance of the board's recommendations and to give the National Mediation Board another opportunity to settle the dispute.

The hearings before the Emergency Board will be the first covering the entire industry held since the enactment of the Railroad Labor Act in 1926. Preceding cases have either been limited in scope or have affected individual roads or groups of employees.

Transportation Conference by U. S. Chamber

The first step in a broad, co-operative movement to rehabilitate the railroads of the country was taken at a Transportation Conference held in Washington Sept. 14 and 15 under the auspices of the Chamber of Commerce of the United States.

Representatives of competing forms of transportation, together with representatives of shippers, finance, agriculture and the general public took part.

This preliminary conference wisely decided that it would not undertake to arrive at definite conclusions, but lay the groundwork for further study and future action by appointing a representative committee of 17 members to consider and formulate plans for continuing the Conference.

George H. Davis, president of the Chamber, was chosen chairman for the first session.

It is the hope of the committee that a practical program for the betterment of railroads, which will merit the united support of diverse interests, can be developed for submission to the forthcoming session of Congress.

Throughout the deliberations there was clear recognition that the plight of the railroads is the No. 1 problem in the transportation field and that an early solution would contribute materially to genuine business recovery.

Management Congress at Washington

Delegates from 40 countries foregathered at Washington, D. C., Sept. 19 to 25 for the 7th International Management Congress. Some 1,250 delegates attended, 250 of them representing the United States.

Responsibilities of management in its contribution to a stable economic world and technical sessions in the general fields of business administration, production, distribution, personnel, agriculture, home management, and general management, were features of the convention.



National Food Group Appreciates DandW

THE following resolution was adopted by the members of our association:

"Resolved, that we, the members of the National Food Distributors Association, gathered in session at the Hotel Cleveland, Cleveland, Aug. 17 to 20, 1938, express herewith our sincere appreciation for the splendid cooperation given us by Distribution & Warehousing Publications, Inc.; and be it further

"Resolved, that this resolution be entered in our records and a copy forwarded to the publishers."—**John E. Cain**, president, and **E. Herbold**, **M. S. Arkin**, **Fred Scott**, **J. A. Kennelly**, **Harold Moss**, and **L. J. Schumaker**, Committee on Resolutions, and **Ernest J. Martin**, secretary.

Some T.M.'s Don't Deserve Title

ALLOW me to express my personal thanks to **F. A. Keeling** for his most constructive article, "Wanted—An American Institute of Traffic Management."

During my past 20 odd years of experience in this intricate traffic business, I have run across many so-called traffic managers who did not rightfully deserve this title due to the lack of training for this important work.

I sincerely trust that something will be started soon to place the traffic manager in his rightful place among the learned professions of this country.—**E. J. Murphy**, Traffic Manager, Metropolitan Traffic and Receiving Unit, New York City.

Traffic Institute a Vital Need and Should Be Supported

THE writer has been interested in the standards of our traffic profession, through the New Jersey Industrial Traffic League and also the Newark Traffic Club, both in Newark. I am also connected with the New York Traffic Club.

In view of other professions always aiming to make their calling a better one, it should be the duty of every traffic manager to co-operate fully with any activity such as you are sponsoring.

The condition in the state of Ohio is only one example of many where the profession as a whole should be

wide awake. The same efforts were put forth in New Jersey some time ago, but our traffic men so protested that the legislators dropped the matter for the time being.

For any individual traffic man to be very efficient, it is essential that those with whom he comes in contact should be likewise trained along the same channels. This would make work lighter.—**E. B. Johnson**, **Ichobod T. Williams & Sons**, New York City.

Would Separate "Legal" from "Transportation" Law

I AM very much interested in the article by **Mr. Keeling** about Traffic Management, appearing in your September issue.

One of the inherent problems of traffic management is the fact that so few top-side business executives really understand the value of proper traffic management in conjunction with their business. Unfortunately, some people classify as a traffic manager any man who can obtain a rate out of a tariff, when, as a matter of fact, the real traffic manager is not the man who gets the rate out of the tariff, but the one who gets the rate put into the tariff.

Not long ago, I suggested to the National Industrial Traffic League that they should foster a course somewhat similar to the one recommended by **Mr. Keeling**, but along somewhat different lines. My recommendation was that the practice of transportation law should be separated from the general legal practice. In other words, the requirements to practice before the State and Federal courts should be changed so that there would be a separate branch of transportation law. To qualify for the practice of transportation law, the individual desiring to take the examination would not be required to know anything about divorce laws, income tax, real estate titles, etc. The "transportation bar" would have as its requirements for admission only the knowledge of questions involving transportation.

If **Mr. Keeling** would permit a suggestion, I believe his purpose would best be served by an organized movement on the part of the traffic fraternity to have the State and Federal courts recognize the practice of transportation law as distinguished from the general practice of law.

As the subject now stands, a qualified practitioner before the Interstate Commerce Commission can handle

his case up as far as the Interstate Commerce Commission, and then he must go out and hire an attorney, and without any reflection on any of our well qualified traffic attorneys, there are many times when some of the traffic managers know more about their subject than the attorneys they have hired.

I believe that if the plan I have suggested could be worked out, it would solve virtually all the difficulties described by Mr. Keeling.—Rene A. Stiegler, Executive General Agent, Board of Commissioners of the Port of New Orleans.

Commends Keeling's Article on Need of Traffic Institute

CONGRATULATIONS *DandW*! Congratulations on your intelligent stand in the publishing of F. A. Keeling's discerning article in the September issue, "An American Institute of Traffic Management."

Men of the traffic profession have certainly been asleep, asleep to the opportunity to elevate the traffic profession to a standard parallel to the higher professions of today! These same traffic men are those who frequent the most spacious clubs and meeting halls of America; Doctors of Economic Ills, Engineers of Distribution, Lawyers of Transport Law, yet—the intricacies and moment of their occupation remain almost unknown to an interested public. Ask the average man what a Traffic Manager is and you will receive an answer as stupid as, "the man who directs traffic on a busy street corner."

Beyond even this apathetic nature towards the public, traffic men, as Mr. Keeling clearly elucidates, are doing little or nothing to preserve or raise the ethics of the profession to its rightful category. By their own hands they destroy rather than preserve one of the most engaging professions alive today! Does preservation ever enter their minds? No! In their lack of reasoning and interest they are slowly permitting a pseudo educational group to fashion the course of the future Traffic Manager and the destiny of the profession he represents!

Possibly a note of arrogance may be construed in the preceding statement, but it nevertheless has the writer's assurance that every careful and mature consideration has been given this assertion.

Observe, if you will, the startling fact that most of the leading colleges of the country now offer an abundance of courses in transportation. These transportation courses are combined with other subjects and the student receives the usual B.S. or B.A. degree as a reward for his pursuit. The point, and an important one, is exactly how long are these colleges going to continue to offer a B.S. or B.A. degree to students who have pursued a study of transportation? The answer should be obvious to those traffic men who wish to take the time to get up from their comfortable chairs and put a little thought into the future of their profession!

If they continue to sit back and let the other fellow do the work we will have a profession molded by professors, conventionalized by degrees, predicated by scholastic rule and dominated by those who have been fortunate enough to attend a 4 or 6 yr. course in college.

Wake up! Wake up before it's too late! Keep the profession where it belongs, work with men like Mr. Keeling for a professionalized profession *for* and *by* traffic men!—Ernest Rusch, Asst. to Mgr., Traffic Dept., Federal Match Corp., New York City.

DandW to Replace Other Magazines

I WISH to take this opportunity to thank you for the complimentary copy of your magazine, and let me say that there is a great deal we have seen in the sample copy, but hesitate to place a subscription for

1 or 2 yrs., because at the present time there are so many magazines that we do subscribe to.

I will, however, at a later date discontinue some of the magazines that we are now subscribing to and subscribe to your magazine, as I feel it is a great deal better than some we are now receiving, so you may look forward to a subscription to your magazine at a later date.—D. T. Ward of Ward Refrigerator & Mfg. Co.

Executives Should be Sold Traffic Value

THE writer has read with much interest the article written by Mr. F. A. Keeling, traffic manager of the National Colortype Co., in the September issue of *DandW*, and can whole-heartedly endorse every word of the article.

There is not the least doubt in my mind but that competent and efficient traffic management holds its place near the top in importance to an industry, but it seems that through failure of the traffic managers to properly sell their knowledge and efficiency to the executives, or for some unknown reason, the importance of traffic management has not been elevated in accordance in the minds of the executives to the position it should command.

This fact cannot be any better realized than in the city in which I live, as there are comparatively few traffic managers among the industries, and upon these few permanent traffic managers falls the burden of carrying along with men of little or no experience but carrying the title of traffic manager in order to maintain and continue to maintain a parity with other shipping centers.

Something should be done, at least, to eliminate the use of the title traffic manager unless the party using the title can rightfully be classified as such, and has the knowledge and experience to substantiate it. The writer is very much in accord with Mr. Keeling in his suggestion that this title be restricted only to those who have sufficient knowledge, qualifications, etc., to permit them to the use of this title the same as is accorded in other professions.

I am quite in favor of an American Institute of Traffic Management, and you can rest assured that I will give my whole-hearted support to any movement in this direction, and will be glad to devote a lot of time, if necessary, for the formation of such an Institute.

No doubt, many traffic managers have not been as fortunate as I in convincing the executives of our firm of the importance of traffic management, in that every matter pertaining to transportation is referred to my office.

I am enclosing herewith a ballot which was contained in the September issue of your magazine, and also my business card, and will be glad if the use of either of these will serve you in any way in the matter under discussion.—H. Deane Morrow, traffic manager, Hillyard Sales Co., St. Joseph, Mo.

N. Y. Business Institute Course in Traffic Management

The New York Business Institute, 5 West 63rd St., New York, N. Y., has started a Course on Traffic Management, covering two evenings each week for a period of 32 wks.

The course deals with the every-day problems that are being handled by traffic managers all over the country.

It is specially designed to benefit employes of the traffic departments of all industrial and commercial concerns, railroads, motor truck and steamship companies. Persons in any kind of transportation work who want to fit themselves for better positions will also profit from this course, which is divided into three sections: Fundamentals of Transportation, Tariff Interpretation and Rate Construction, and Claims and Transportation Law.

IN THE COLD STORAGE FIELD

Cold Storage Expert Added to D and W Staff

VAN RENSSLAER H. GREENE, consulting refrigerating engineer, has joined the staff of *DandW* in an advisory capacity for the benefit of cold storage warehouses and shipper readers who may be in need of advice on cold storage and quick-freezing questions.

Mr. Greene has many years of experience in this field and is well known for his work in plant installations and construction as well as studies in quick-freezing. Mr. Greene is a past president of the American Society of Refrigerating Engineers.

Food Preservation Conference Oct. 20-21

Complete details have been released of the program of the Food Preservation Conference to be held at the University of Tennessee, Knoxville, Oct. 20 and 21, under the joint sponsorship of the University and the American Society of Refrigerating Engineers. A large attendance is expected, in view of the interest aroused by the first Food Conference held at Penna. State College last June, when it was felt that a great deal of value was obtained from the talks presented, and also from the informal discussions thereon, in connection with refrigeration problems and food.

The tentative program is as follows:

OCTOBER 20

- "Refrigeration—A Vital Factor in the Food Industry." David L. Fiske, executive secretary, Am. Society of Refrigerating Engrs., New York City.
- "The Meat Packing Industry." Henry D. Tefft, Am. Inst. of Meat Packers, Chicago.
- "Effects of Humidity on Food Products in Storage." A. J. Hecker, St. Louis Cold Storage Co., St. Louis, Mo.
- "Bacteria—The Friends and Foes of the Food Industry." Dr. F. W. Allen, Prof. of Bacteriology, University of Tenn.
- "Enzymes—How They Behave." Prof. G. A. Shuey, University of Tenn., Experiment Station.
- "Vitamins and Quality of Frozen Foods." Gerald A. Fitzgerald, General Foods Corp., Boston, Mass.
- "Control of Molds and Bacteria With Light." Dr. Harvey Rentschler, Westinghouse Lamp Div., Bloomfield, N. J.
- "Locker Plants." A. A. Geiger, York Ice Machinery Corp., York, Pa.
- "Frozen Foods." General Foods Corp.

OCTOBER 21

- "Cold-Packing Fruits and Vegetables." C. T. Baker, Consulting Engineer, Atlanta, Ga.
- "Quick-Freezing Fruits and Berries." R. B. Taylor, University of Tenn., Engineering Experimental Station.
- "Marketing Frozen Foods." Harry Carlton, University of Tenn., Marketing Specialist.
- "Ice Crystal Formations in Frozen Foods." Dr. J. G. Woodruff, University of Georgia Experiment Station, Athens, Ga.
- "Refrigeration on the Farm." C. J. Hurd, Tennessee Valley Authority.

Honor Brand Expands Frozen Foods Sales

Plans for 100 per cent increase in sales volume for its products have been completed by the Honor Brand Frosted Foods Corp. and were outlined to the company's sales personnel at the Fall conference at the Hotel New Yorker, New York City. Representatives were present from Kansas to Minnesota, and from Maine to Florida.

Freezing Operations Expanding By Birds Eye

Frosted Foods Sales Corp., New York City, in opening a plant for quick freezing of shrimp in Florida, expansion of output of quick-frozen meats in Boston, and the harvesting of lima beans in what is termed the largest quick-freezing operation ever accomplished, has

recently undertaken three steps to meet increasing demand for Birds Eye foods.

The new Jacksonville plant has been opened because of the availability there of quantities of high-quality Florida shrimp. The shrimp reach the quick-freezing plant the same day they are caught and are quick-frozen within a few hours.

Quick-freezing of beef, lamb and pork at Boston in the plant of Batchelder, Snyder & Co., will be on a larger scale than in 1937, according to E. T. Gibson, president of Frosted Foods.

Harvesting of 12,000 acres of lima beans at Seabrook Farms, Bridgeton, N. J., will take several weeks, and between 2,000 and 3,000 persons will be employed in the operations. After threshing, quick-freezing of the lima beans begins within 2 hrs.

A larger volume of fish-freezing is carried on at the Boston Fish Pier this year than last, and the fishing facilities have been increased. Three trawlers have been launched and two additional are under construction. A new quick-freezing operation for peas and corn at Fairmount, Minn., and the Golden Bantam corn pack in New York State will furnish additional tonnage, according to Mr. Gibson.

Refrigerated Barges Up the Miss. With Fla. Citrus Fruit

A survey to determine the feasibility of a proposal by Major-General T. Q. Asburn, president of the Inland Waterways Corp., to transport Florida citrus fruit up the Mississippi river in Government-owned barges for distribution in the mid-West was ordered on Sept. 6 by the corporation.

The corporation's traffic department has been ordered to study the potential business that would result for the fruit barges and to report in a month or so to Major-General Asburn. His proposal was to have refrigerated barges towed by regular freighters from Tampa to New Orleans. River steamers would tow the barges from New Orleans up the Mississippi to the points of distribution.

Ore.-Wash.-Cal. Pear Bureau Recommends Grading Change

The Oregon-Washington-California Pear Bureau has made recommendations to the Oregon State Inspection Department and the Supt. of Horticulture for the state of Washington to call meetings of all growers in the major producing districts for the purpose of effecting modification in the present grading rules. It was recommended that no Winter pears be packed or marketed in the 1938 season below the specifications of "U. S. Combination" provided, however, that punctured fruit which otherwise meets the specifications of "U. S. Combination" be permitted.

Cold Storage Locker Information

Reflecting the growing interest in cold storage lockers, and the numerous requests for information regarding same, Dr. D. K. Tressler, chemist of the New York State Agricultural Experiment Station at Geneva, N. Y., has prepared a series of instructions concerning the preparation of foods intended for storage in refrigerated lockers rented by farmers and others. The cold storage locker system has been introduced into New York, and great progress and expansion are expected, Dr. Tressler states.

(Continued on page 75)

WE'VE HEARD THAT—

You Can't Fish, Unless—

"While on a recent trip to Virginia," states C. A. Beecroft, a member of the printing division of the Chilton company, "I was entertained by T. W. Gathright, proprietor of Hickory Lodge Game Preserve, near Hot Springs. The fishing permit issued to me by my genial host, is unique and original, and I think you and your readers may enjoy it, regardless of politics."

The permit follows:

"Permission is hereby given C. A. Beecroft to fish in my 17½ miles of Jackson River for 14 days during the 1938 bass season upon conditions stated below:

1—All state fishing laws or rules prescribed by State Department of Game and Inland Fisheries must be complied with strictly.

2—This permit, as well as your fishing license, must be carried on your person and exhibited to any officer of the law or caretaker on the Gathright properties.

3—Unless you are an enthusiastic supporter of our distinguished Virginia statesmen, Senators Harry F. Byrd and Carter Glass, in their effort to save our nation from disaster, then I do not want my river polluted with your damn fishing tackle."—T. W. Gathright.

N. Y. City's Huge Food Supply

Hundreds of thousands of carload lots of foodstuffs are needed to satisfy New York City's 7,000,000 appetites through the year. One day's meals would fill a freight train stretching from the Battery to Yonkers. Typical annual totals show 233,000,000 lbs. of butter, 67,000,000 lbs. of cheese, 6,200,000 cases of eggs, some 450,000,000 lbs. of fish, and over 2½ billion lbs. of meat and poultry. Each day, 3,900,000 qts. of milk and cream are consumed. The daily breakdown of foodstuffs reaching the New York City market is 70,000,000 lbs.

However, not all of the foregoing received are consumed in the city. Shipments for ocean liners account for some of it and much of this food is reshipped and much of it spoils.

Rail Loadings Tie 1935

Rail freight car loadings have been running even with those of August, 1935, when industrial production was nearly 2 per cent higher. If competitive losses continued as slight, given 1936 conditions in other respects, ton-miles of revenue freight should duplicate the 1936 total. Application of the May average freight revenue per ton-mile to this figure would produce total revenue of about \$119,000,000 in excess of that reported for 1936.

Corn Cob Holders Now Made Of Stainless Steel

Corn cob holders made from stainless steel are on the market. Niles Wire Goods Co., Niles, Mich., is equipping its holders with plastic handles of assorted colors. The stainless steel is supplied by the Republic Steel Corp.

Ocean-Going Cold Storage Plants

In England, a striking development has been the operation of ocean-going factory vessels and cold storage plants. Some 10,000-ton vessels go out in the summer to catch halibut and salmon and return to their English ports late in autumn loaded with thousands of tons of frozen fish. The vessel docks, and from then on it acts as a cold storage plant from which frozen fish are removed as needed until the next season starts.

Whale Meat Quick-Frozen

The German government is sponsoring the construction of a modern vessel for catching and quick-freezing whale meat in the Arctic. The refrigeration plant has a daily freezing capacity of 10 tons.

Building Material from Pickling Liquor

DISPOSITION of something like 2,000 tons a day of pickling liquor long has been a problem to the steel industry. Various state laws already enacted and the proposed Federal law against stream pollution have brought this matter to a crucial point.

Recently, a process was developed by H. Seymour Colton, Cleveland, whereby waste pickling liquor can be transformed into a building material, said to have remarkable insulating properties. This material is largely a co-precipitated iron oxide and calcium sulphate, and has been named ferron. One of the interesting things about it is that during its manufacture, it goes through a state where it is perfectly plastic and can be molded into any desirable shape, later setting to a hard, rigid mass by a combined process of drying and oxidation. After drying and setting, the new material is tan in color and extremely porous.

Ferron resembles wood in many respects, but it is said to be fireproof, termite proof and warp proof. It is somewhat like plaster, but has 550 per cent the insulating value of plaster-made products and also will stand a much higher temperature without losing its strength.

World Refrigerator Sales Off

World sales of household electric refrigerators by 17 U. S. manufacturers were 95,154 units in July, against 192,052 in July, 1937, and 206,019 in July, 1936. Sales for the first 7 mos. of 1938 were 1,049,677 units, against 1,902,742 units a year ago and 1,616,912 units in the corresponding period of 1936.

Texas Cotton to England

A drive to promote east Texas cotton sales in England is being launched by 7,000 east Texas farmers. The development is the first large-scale adoption of the cotton-standardization program whereby farmers in a number of counties have agreed almost 100 per cent to plant one state's certified variety of seed. In the past most orders for cotton specified no Texas cotton was wanted because of the mongrel type of cotton formerly produced.

Under the new plan, the cotton produced will be of 1-in. staple link, which is in demand by spinners all over the world and which is not easy to secure.

FACTORIES ON THE MOVE

ANGOSTURA-WUPPERMAN CORP., 70 Pine St., New York, known throughout the world as manufacturer of bitters, will close its plant on Main Ave., Norwalk, Conn. within the next 2 mos. and move operations to New York. The plant will either be sold or rented, and is now on the market. A definite date for the shut-down has not been set. Company will issue a statement shortly regarding plans for the closing, and whether any members of the staff of the Norwalk plant will be given positions in New York.

Wickwire Spencer Steel Co., Buffalo, new wire mill at Tonawanda, N. Y., will be completed and ready for operation about Nov. 15.

Wilson Welder & Metals Co., 60 E. 42nd St., New York, has asked bids on general contract for new one-story plant in Sparrows Point district, Baltimore. Company is a subsidiary of Air Reduction Sales Co., first noted address.

Philco Radio & Television Corp., Tioga & C Sts., Philadelphia, manufacturer of radio equipment and parts, television apparatus, etc., has leased one and two-story industrial building at 1238 No. Kostner Ave., Chicago, and will occupy for new factory branch, storage and distributing plant. Chicago offices of company are at 140 So. Dearborn St.

Allis-Chalmers Mfg. Co., Milwaukee, has acquired machinery and equipment and other property of Brennels Mfg. Co., Oxnard, Cal., manufacturer of deep tillage tools and equipment for dry farming and orchard land service. Company will operate in future as an associated interest, and has arranged for lease of Oxnard plant for continuance of production at that place. Expansion is planned at later date.

The J. B. Carr Biscuit Co., Wilkes-Barre, Pa., has announced plans for the erection of a plant at Greenwood, S. C. It will have a capacity of 150,000 bushels of wheat per year, and will employ 100 to 125 workers.

J. A. Folger & Co., San Francisco, Cal., has purchased a plot on Norwood Ave., Houston, Tex., and plans to erect a \$150,000 coffee roasting plant. Contracts have been awarded for vacuum machines and pumps, and for the installation of equipment.

Federal Sweets & Wafer Co., New York City, has purchased the Standard Textile Bldg., located at Clifton, N. J. Alterations are being made to adapt the building to candy manufacturing. The plant will have more than 300 employees.

Langendorf United Bakeries, Inc., San Francisco, Cal., plans expansion of its business by constructing a bakery at Spokane, Wash. The plant will have a capacity of 15,000 loaves of bread per day in addition to sweet goods. About 50 persons will be employed when the plant is in full operation.

Armour & Co., Chicago, plans to start construction of a \$1,000,000 meat packing plant at Houston, Tex. The building will be situated on a 15-acre tract near Buffalo Bayou.

The Federal Pharmacal Co., Englewood, N. J., has leased a four-story building at 350 Nelson St., S. W., Atlanta, Ga. The company plans to move its general offices and plant to the latter address.

Carboloy Co., Inc., has commenced work on a new plant at Detroit, Mich., which, it is stated, will provide the most complete facilities in the United States for the manufacture of cemented carbides. The \$700,000 factory and general office building is being constructed in the new Northeast Side industrial area on a 40-acre plot. The company will centralize manufacturing operations now carried on in Detroit, Cleveland and Stamford, Conn. It manufactures cemented carbide tools and dies, and employs about 500 persons.

National Gypsum Co., has acquired Oakfield Gypsum Products Corp., a New York corporation, and will remove the Oakfield buildings and machinery to Savannah, Ga., where a new plant is under construction. National Gypsum acquired 70 acres at Oakfield, N. Y., the plant, equipment and inventories, accounts receivable and other assets.

Law Pipe-Railing Corp., 43-15 Eleventh St., Long Island City, N. Y., manufacturer of iron pipe railings and fittings, has leased a one-story industrial building on Tenth St., near Fortieth Ave., L. I. City, and will remodel and equip for plant. Adjoining vacant property also has been secured for expansion.

National Biscuit Co., 449 W. 14th St., New York, has leased a one-story industrial building, to be erected by Aetna Realty Co., Newark, N. J., on Burnet Ave., Syracuse, N. Y., for new factory branch, storage and distributing plant.

Kalamazoo Vegetable Parchment Co., Kalamazoo, Mich., manufacturer of waxed and other processed paper stocks, has leased one-story industrial building on North Main St., Houston, Tex., for new branch plant, and will remodel and equip at once.

Pyramids Metal Co., 455 No. Oakley Blvd., Chicago, manufacturer of metal weather strips and kindred metal specialties, has purchased a three-story and basement industrial building at 1335-37 No. Wells St., and will improve and equip for new plant. Present factory will be removed to new location early in October and capacity increased.

Dakota Refining Co., Cut Bank, Mont., Wilfred Nadeau, president, recently organized, will soon begin work on new oil refining plant at Minot, N. D., comprising several one and multi-story units, with oil storage and distributing facilities, power house, machine shop and other mechanical buildings. Plant will be equipped to handle about 2,000 bbls. of crude oil per day.

American Can Co., 230 Park Ave., New York, has leased part of former No. 2 plant of J. L. Mott Iron Works, Trenton, N. J., recently purchased by Stokely Bros. & Co., 2002 South East St., Indianapolis, food canner and packer, and will remodel and equip for new

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..... the parade of NEW PRODUCTS

JULIUS WILE SONS & CO., INC., importers, 2 Park Ave., New York, has announced that it no longer handles German wines. This action was taken, it was stated, following a series of conferences between the company and the Non-Sectarian Anti-Nazi League, 20 W. 47th St., New York. Although the contracts had not expired, the German wine shippers agreed to Wile's request that they be terminated. Several years ago the company also discontinued all its agencies on German food products. Instead of the German wines, the Wile company is now importing Alsatian and Hungarian table wines, and while an extensive advertiser of wines, liquors and groceries, has engaged in no advertising of German goods.

Arthur Products Co., Houston, Texas, manufacturer of dog food, has established a 7,500-sq.-ft. plant at 618 Telemachus St., New Orleans, to serve St. Louis, Memphis and the states of Alabama, Arkansas and Louisiana. The capacity is 10,000 cases a month. W. R. Archer, III, is general manager. All water shipments formerly made from the Houston plant will henceforth be through the port of New Orleans. Meat, cans and other materials will be purchased in New Orleans. Cereals will be obtained in carloads from the Middle West.

Chipman Chemical Co., Inc., 401 Yale St., Houston, Tex., manufacturer of industrial chemicals, plans new sulphur grinding plant on site now being selected. It will consist of several one-story operating units, with machine shop, power house and other mechanical departments.

The **Riggs Co.**, East Liverpool, Ohio, wholesale grocer, sponsor of 58 National Brands stores, recently advertised a whole series of General Foods products in order to demonstrate to that company that it would "lose nothing" by placing its items under fair trade in the State of Ohio. Circulars and newspaper advertising featured more than 15 General Foods products, although only 4 products are under fair trade. The sale was backed up with special window posters and store and window display in all stores.

Libby, McNeill & Libby, Chicago, has added three new items to its line of baby foods. They will supplement the six combinations of baby foods that formerly comprised the Libby line. The new items are homogenized carrots, spinach and peas packed as individual vegetables.

The **Gouley Burcham Corp.**, 1340 E. Sixth St., Los Angeles, Cal., has been appointed representative for "Real Gold" citrus juices, canned by the Mutual Orange Distributors, Anaheim, Cal.

United Grape Products Sales Corp., Buffalo, N. Y., predicts increased prices for grape juice consequent upon a 100,000-ton shortage in the Concord grape harvest due to spring frosts and hail storms, following a survey of conditions in New York and Michigan. The New York output is expected to be only 60 per cent of normal and that of Michigan but 15 per cent.

The **Great Atlantic & Pacific Tea Co.** has made application for the building of a self-service store in Tren-

ton, N. J., but has had the permit temporarily withheld pending the outcome of several measures affecting self-service stores now before the city council.

New England Refrigerating Co., 1021 Westminster St., Providence, R. I., has been appointed sole Rhode Island distributor for products of C. V. Hill Co., Inc. The company deals in commercial refrigeration and market equipment.

Honor Brand Frosted Foods Corp., New York City, in releasing prices for the new season called attention to the fact that it now has 71 different foods under the Honor Brand label. These include 21 fruits, 14 vegetables, 3 fruit juices, 9 seafoods, 5 poultry and 19 meats.

Chef Boy-ar-dee Food Products Co., Cleveland, Ohio, is packing its 1-quart Chef Boy-ar-dee grated cheese in wall dispensers holding 1 doz. packages.

California Grape Industries, Inc., a newly incorporated company, has plans under way for the purchase of the Fowler, Cal. plant of the Sun-Maid Raisin Growers of Cal. The corporation plans to convert the plant into a winery with a capacity of 1,500,000 gals. It will also market grapes, grape products and beverages.

Bel North, Inc., on Central Wharf, Portland, Me., is constructing a packing plant at 1-4 Central Wharf to can tuna fish. The plant will be able to put up 1,000,000 cans during the 3-mo. tuna period.

Miami Fruit Industries, Inc., Miami, Fla., has produced "Vita-Tested" certified Florida unsweetened orange juice. The juice is packaged by a canning process developed by Dr. Seth S. Walker and G. A. Sellers, which is said to make it possible to retain the flavor and vitamin C content of the fresh orange.

General Mills, Inc., Minneapolis, Minn., has purchased F. O. Diver Milling Co., Middletown, Ohio. The latter company has been in operation at Middletown for 85 yrs.

The **Chek Mfg. Co.**, 316 Bergenline Ave., Union City, N. J., has been organized to manufacture drugs and chemicals.

S. B. Penick & Co., importers and exporters of botanical drugs and allied drug products, with headquarters at 132 Nassau St., New York City, in occupation of its new warehouse and plant at 10th & Brunswick Sts., Jersey City, N. J., takes the final step in its eastern facilities expansion program. The company is now installing its milling machinery at the Brunswick St. plant, moving it from the various temporary locations in Jersey City. In the near future all of the milling operations of the firm will be concentrated at the new plant, which is a five-story reinforced concrete building, providing about 150,000 sq. ft. of floor space.

General Rice Mills, Inc., New Orleans, has been formed for the purpose of milling, manufacturing, processing of rice and the commission brokerage business of grain, feed and cereal. Following are the officers of the company: Walter J. Trautman, president; Rush P. Strong, vice-president, and Michael Prevesty, secretary

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U. S. Industries Found Opposed to Seaway Plan

RENEWED effort by the Roosevelt Administration to effect a treaty with Canada for a Great Lakes-St. Lawrence River seaway and power development, has aroused strong opposition on the part of American industries. It is pointed out that the proposal follows the submission to Canada by Secretary Cordell Hull of the draft of a treaty virtually the same as that rejected by the U. S. Senate in 1932.

"The iron and steel industry considers the waterway proposal a threat against its markets," and it is pointed out "That to place the great mid-western area tributary to the Great Lakes on a parity with ports on the Atlantic seaboard would, according to steel authorities, open the way for dumping iron and steel from Europe and India at prices far below those possible for American producers to meet, operating on the wage scale now in effect.

"While President Roosevelt's drive for waterpower development is seen to underly the pressure for the project, independent studies of this phase of the problem indicate that present and potential industrial demand for power in the St. Lawrence and tributary areas is insufficient to make the project practical. It is not planned as a self-liquidating financial venture, hence annual costs defrayed from tax funds would continue indefinitely.

"Leading steelmakers believe completion of a seaway accommodating ocean-going ships would dislocate the entire industry and bring on ruinous competition among producers and consumers. A direct result, it is claimed, would be lower wage rates, with all the economic ills that follow low wages and low prices. Further harmful effects would come from the fact that at best the waterway would not be usable more than 6 mos. of the year, requiring railroads and other carriers to maintain sufficient service to take care of the off-season peak load and suffer consequent loss of business during the open season on the waterway.

"Surveys indicate that the total traffic likely to use the seaway would probably not exceed 10,500,000 tons a year, including local traffic and making liberal allowances for expected growth. Grain would comprise over 60 per cent of the total and two-thirds of such grain would be of Canadian origin. Annual overhead charges for interest and depreciation are figured conservatively at \$40,000,000 paid from national funds, or about \$3.50

a ton, contributed for benefit of shippers using the route.

"Cost of the project to the United States, estimated to be about \$1,000,000,000, since it is to be a free channel, would be paid from the public treasury and would constitute a subsidy to whatever interests could make use of it, and most of these interests would be foreign."

Chesapeake & Delaware Canal Inspection

THE presence of leaders in the shipping world from New York, Philadelphia and Baltimore on the inspection tour made recently of the Baltimore harbor, the upper Chesapeake Bay and the Chesapeake & Delaware Canal, now in the course of construction, revealed the great interest being shown in the new short cut to the sea to be effected in the completion of the Chesapeake & Delaware Canal. After the inspection tour of 12 hrs., Baltimore was envisaged as one of the greatest ports in the world. Three hundred and fifty shipping men, representing all the big steamship lines and railroads of the East, made the trip of inspection.

The shippers cited the almost completed C & D Canal as one of the major steps in the expansion program of the port of Baltimore. Baltimore, it was pointed out, has great natural facilities which, if further improved, would bring great increases in freight and passenger traffic to the port. The C & D Canal is one of the biggest steps in that direction. The new canal, which will presumably be officially opened next Spring, will save about \$1,000,000 annually to shippers. It will carry from 2,000 to 2,500 ships each year.

The opening of this canal will mean an appreciable saving in time between Baltimore and Philadelphia and New York through cutting down the water trip about 25 hrs. Via the canal the mileage from Baltimore to Philadelphia is 94 miles compared to 380 miles via the Virginia Capes, a saving of 286 miles.

From Baltimore to New York—148 miles saving
From Baltimore to Boston—154 miles saving
From Baltimore to European ports—115 miles saving

The canal inspection trip was arranged by a committee including G. Stewart, pres., Terminal Shipping Co.; A. E. Dutton, Norton Lilly Co.; M. B. Carlin, pres., Cottman Co.; and George L. Stern, freight and passenger dept., Old Bay Line.

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FROM THE LEGAL VIEWPOINT

By LEO T. PARKER



Inspection Not Required Prior To Sale

LEGAL EDITOR, DandW: Frequently, we are compelled to sell stored goods to secure storage and service charges. Very often the lot contains barrels not open. Are we compelled legally to open packages before we sell them?—Cowan Storage Co.

Answer: The answer to legal questions of this nature, of course, depends upon the contents of the contract between the patron and yourself. However, under ordinary circumstances, as where the warehouseman does not agree to open packages and expose the contents, if the goods are sold to secure payment of storage charges the warehouseman is not required to open packages, barrels and the like, according to the late higher court case of Arnold, 116 S.W. (2d) 296.

In this case, after properly advertising the intended sale, the warehouseman sold at auction a barrel without opening the same. It so happened that the barrel contained valuable merchandise, but the court held the warehouseman not required to open the barrel although it was sold at a very low price, considering the valuable contents.

Owner Must Prove Lost Articles Were in Container

LEGAL EDITOR, DandW: Some 4 yrs. ago we arranged for a shipment of a large lot of household goods from Chicago to San Diego via the Judson Freight Forwarding Co. The letter of instructions releases the goods to a valuation of \$10.00 per Cwt. Upon arrival of the goods in San Diego same were placed in storage and the owner claims the shortage of a number of valuable pieces which were included in containers and on which a warehouse receipt covering the specific items in question was not issued.

Our file fails to disclose a storage order limiting our liability to

\$10.00 per Cwt., and we now desire to know if the original release given the Judson Freight Forwarding Co. would cover operations subsequent to arrival of the shipment in San Diego and more particularly the storage operations of this company while the goods were in storage.—Bekins Storage Co.

Answer: If the letter of release was given specifically to the Jud-

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Publication of inquiries and Mr. Parker's replies gives worthwhile information to the industry generally.

son Freight Forwarding Co., obviously it has no effect in reducing or limiting your liability. On the other hand, if the letter of release impliedly includes your company's operations while the goods were in storage, then your liability may be limited accordingly, and providing, the limitation is valid.

Of course, you may avoid liability, irrespective of whether the letter of release is valid, if the owner of the goods fails to prove that the goods and articles, which he claims are missing, actually were in the containers. The fact that the owner of goods packed in containers claims that valuable articles are missing from such containers is not conclusive. The court requires that he shall prove or introduce testimony which will convince the jury that the articles that he claims are missing actu-

ally were in the containers at the time the goods were placed in storage.

Can't Hold Goods for Charges on Withdrawn Stock

LEGAL EDITOR, DandW: Starting 2 yrs. ago, we accepted different lots of paint and other merchandise for storage. The customer did not pay his storage bill on the last four lots and at present we have only one lot in storage, as he withdrew the other three lots. Can we hold this lot for storage charges on the other lots? Also, if we get possession of one or more of the other lots, can we hold them to secure payment of storage charges?—Fast Express and Storage Co.

Answer: The latest higher court case involving this point of the law is, Met. 4 N.Y.S. (2d) 326. In this case the court held that when merchandise is taken from a warehouse, the warehouseman cannot hold merchandise in storage to secure payment of storage charges on the merchandise which was removed from storage.

Now, with respect to your regaining possession of merchandise removed from storage, the law is well settled that if you can regain possession legally and lawfully, then you may hold this merchandise to secure payment of storage charges on this particular merchandise.

Can Transfer Agent Operate Without I.C.C. Permit?

LEGAL EDITOR, DandW: We have been contacted by larger transfer and storage companies, who handle both intrastate and interstate shipments, in regard to our becoming their agent.

Could we accept commissions for out of state shipments which we solicit and procure for them as their agent without having an I.C.C. permit and without being subject to prosecution by the I.C.C.?—Higley's Transfer Co.

Answer: Various courts have held that any person who violates laws relating to transportation of merchandise, is subject to payment of fines specified. Now, with respect to your acting as an agent, the important question when considering whether you are liable depends upon the circumstances. If, for instance, you accept commissions for merely arranging or making contracts for others who hold I.C.C. permits, then it is my opinion that you are not subject to prosecution.

On the other hand, if you utilize your own motor trucks for transporting goods and do so in violation of the laws, you are subject to prosecution although you act as agent of another, providing you charge regular rates for transporting the goods. Then, again, you may make a contract with the transportation company which holds an I.C.C. permit under the terms of which the transportation company shall rent or hire your trucks and pay you a salary for operating the same and control your movements in every respect. Under these circumstances, it is my opinion that you are not subject to prosecution; yet, laws of this nature are full of technicalities and I suggest that you communicate with the proper officials who certainly can give you definite information regarding the law. Your statement regarding becoming an agent covers many variations of employment and to avoid controversy you should clearly and distinctly explain the plan under which you intend to operate. Obviously, the circumstances are numerous under which no one can correctly advise you, because in many instances it is necessary to carry the controversy to a higher court so that it may render an opinion of law involving the particular technicalities in dispute.

Can Court Remove Machinery of Firm in Receivership?

LEGAL EDITOR, DandW: A company leased storage space in our warehouse for the purpose of installing machinery for making a product. It built a partition to separate this space from the rest of the warehouse.

Charges were billed to it on the basis of square feet of space occupied. The company is in receivership. Do we have a right to hold the machinery and merchandise for the unpaid account, when same is sold by order of the court?—Commercial Storage Co.

Answer: The laws granting liens to warehousemen, to secure payment of storage charges, specifically mention and enumerate chattels in storage. Therefore, the le-

gal question presented, when rendering an opinion with respect to your problem, is: Was the machinery actually placed in storage by your patron, and did the machinery remain a chattel?

A review of higher court cases indicates that machinery, which is permanently attached to the building, becomes a part of the building itself. In other words, anything that is attached to a building in such a manner that it cannot be removed without marring the building is a legal fixture which means that it is a part of the building and cannot be removed for any purpose or by anyone except through consent of the owner of the building. Also, a partition, or other addition to a building, which cannot be removed without permanently damaging the building becomes a part of the real estate and cannot be removed except by permission of the owner of such building.

In view of the above analysis of your controversy, it is my opinion that if the machinery was permanently attached to the building it cannot be removed except by permission of the owner of such building and, therefore, since the machinery is real property it has lost its character as a chattel and cannot be attached or held to secure payment of the overdue charges. See 189 S.E. 724; 50 F. (2d) 737; 93 Wash. 655; 190 A. 747; 106 Maine 159; and 193 Pac. 902.

Warehouseman Forfeits Lien

VARIOUS courts have held that a person to whom negotiable warehouse receipts are transferred holds the receipts subject to all equities and defenses that the warehouseman had in relation to them prior to the time that the receipts were duly negotiated by indorsement.

On the other hand, the holder of negotiable warehouse receipts is not bound by personal or side agreements between the warehouseman and the person to whom the receipts were issued, providing the holder of the receipts had no knowledge of the personal or side agreements.

Another important point of the law is that when a warehouseman gives up possession of stored goods either willingly or by process of law, he forfeits his right to a lien on the goods to secure payment of storage charges.

If the goods come into his possession subsequently, then his warehouseman's lien is regained, but if others have perfected liens between the time the warehouseman gave up possession of the goods and when he regained pos-

session of the same, then a warehouseman's lien is secondary to these intermediate liens.

For example, in Metropolitan, 4 N.Y.S. (2d) 326, it was disclosed that the owner of automobiles stored them in a warehouse. The warehouseman issued negotiable warehouse receipts and it was understood between the warehouseman and the owner of the automobiles that the automobiles for which the receipts were issued could be held to secure payment of storage charges on these and also other automobiles in storage. In fact, the negotiable warehouse receipts contained a notation, "subject to storage charges per agreement," which meant that the warehouseman could hold all of the automobiles to secure payment of the charges on the automobiles for which the receipts were issued. Without paying the storage charges, the owner removed the automobiles from storage and borrowed money on the automobiles giving a chattel mortgage to secure payment of the debt.

Later, the warehouseman obtained possession of the automobiles and the legal questions arose: Did the warehouseman forfeit his right to a lien on the automobiles, to secure payment of overdue storage charges, when the holder of the receipts removed the automobiles from the warehouse? Did the warehouseman have a lien for storage charges superior to the lien of the holder of the chattel mortgage issued between the time the automobiles were removed from storage and when the warehouseman obtained possession of them?

With respect to this situation the court held:

"A warehouseman issuing negotiable warehouse receipts for stored automobiles would be presumed to know that receipts might be transferred or negotiated and that the holders to whom receipts were transferred or negotiated would be entitled to possession of the automobiles."

In other words, the court held that the person who had received the negotiable warehouse receipts from the owner of the automobiles had a legal right to present these receipts to the warehouseman and, upon paying charges due on these particular automobiles, he was entitled to receive possession of them irrespective of the personal or side agreements between the warehouseman and the owner of the automobiles with respect to the right of the warehouseman to hold all of the automobiles to secure payment of storage charges on a few or more of the automobiles. As above mentioned, later the holder of the negotiable receipts, who had obtained possession of the automobiles, had issued against the automobiles a chattel mortgage and afterward the warehouseman came

into possession of these automobiles.

With respect to the legal status of a warehouseman and the holder of the mortgage the court held that when the holder of warehouse receipts removes merchandise from storage, the warehouseman's lien is valid and effective on the difference between the actual value of the merchandise and the amount of the chattel mortgage.

Warehouseman Not Liable

GENERALLY speaking, warehousemen are bound to comply with the state laws, when selling stored goods to secure payment of overdue charges. However, compliance need not be unreasonably strict. Moreover, warehousemen are permitted to deal with stored goods, when relying upon contents of statements or warehouse receipts, signed by patrons.

For illustration, in *Scott v. A. Arnold & Sons Transfer & Storage Co.*, 116 S.W. (2d) 296, it was disclosed that a patron stored with a transfer and storage company a quantity of household goods and agreed to pay storage thereon at the rate of \$5 a month. He failed to pay the storage and about 20 mos. thereafter the storage company advertised the merchandise for sale and sold it for \$4.74 in excess of the charges due thereon.

Some time later the owner of the goods sued to recover the reasonable value of the merchandise and articles stored. Recovery was asked on the ground that the sale was invalid because of insufficient advertisement, and for the further reason that the storage company sold the merchandise without exhibiting the contents of the boxes, barrels, and cedar chest in which it was stored.

The first question for consideration of the court was whether the sale was properly advertised.

There was no complaint that the printed notices were not properly posted, or that the patron was not notified of the time and place of the sale. The only ground of complaint was that the sale took place on Aug. 22, and the notice of the sale was published on Aug. 8, Aug. 14, and Aug. 21. The patron contended that this was not in compliance with the state laws which provide that the notice be published "at least once a week for at least 3 weeks." The patron argued that this provision means that the first publication shall be made 21 days before the sale.

However, the higher court held that the warehouseman's advertisements of the intended sale published Aug. 8, 14, and 21, or the first publication being 13 days be-

fore the last publication, complied with the requirement of publication "at least once a week for at least 3 weeks." This court said:

"The words 'at least 3 weeks' were employed to indicate the number of weekly insertions, and where that is the case, it is not contemplated that the full number of weeks shall intervene between the first publication and the sale."

The next question presented the court was: Was the sale of a cedar chest alleged by the patron to have contained silverware invalid on the ground that its contents were not exposed to purchasers?

The storage company pleaded that the cedar chest was securely locked, and that it did not break the lock as it did not have the legal right to do so, and also that the patron had signed the warehouse receipt declaring that the value of any article, package, or receptacle did not exceed the sum of \$25.

The higher court held the warehouseman not obligated to open the chest and expose the contents to the public. This court said:

"Clearly, if it was contemplated that the warehouseman should open a package and expose its contents to those who wished to buy, he would have the same right to open the package for the purpose of advertising its contents. The receipt was calculated to mislead the storage company into the belief that the cedar chest contained nothing of great value, and thus furnish an additional reason why it was under no duty to open the chest and expose its contents. We are constrained to hold that the sale of the cedar chest was not invalid on the ground that its contents were not exposed at the time of the sale."

Shipper Must Prove Damage

OBVIOUSLY, a shipper cannot recover damages from a common carrier, for injury to shipped merchandise, unless he proves either that the goods were damaged in transit, or that the shipment was received by the carrier in good condition and delivered to the consignee in damaged condition.

For illustration, in *Spector v. Union City Transfer*, 182 So. 524, it was disclosed that suit was filed against a transfer company, which operates motor trucks, to recover \$2,200 alleged damage caused to a steam turbine. The shipper claimed that the turbine was damaged through the improper handling and negligence of the carrier's employees in the process of moving it. However, the carrier denied that there was any damage occasioned to this piece of machinery by reason of any improper handling of same while it was being moved.

The shipper failed to prove that the turbine was damaged while in transit, or that it was in good condition when accepted by the transfer company for transportation. The court held the carrier not liable.

Carrier a Warehouseman

VARIOUS courts have held that a common carrier is practically an insurer of the safe arrival of shipped goods, whereas a warehouseman is liable only for his negligence. Generally speaking, when a common carrier deposits shipped goods in its warehouse, its liability changes from that of a common carrier to that of a warehouseman.

For instance, in *Wagner v. T. S. C. Motor Freight Lines, Inc.*, 181 So. 625, the employees of a transportation company damaged a machine when loading it onto a truck. In order to determine the extent of the damage, the carrier unloaded it at its warehouse. While it was there a fire occurred which destroyed the machine.

If the transportation company was acting in status of a common carrier, when the fire occurred, it was liable for the value of the machine because a fire causing the destruction of goods is not such a fortuitous event as to absolve the common carrier from liability. On the other hand, if the transportation company was acting in status of a warehouseman, when the fire occurred, it was not liable unless the shipper proved that the loss resulted from negligence of the company's employees. This is so because the law is firmly established that a warehouseman is but an ordinary bailee of the goods in his possession and that where a general conflagration occurs, which destroys such goods, the owner has the burden of proving that the fire originated or was permitted to spread through some fault or negligence on the part of the warehouseman.

The court decided that the status of the transportation company was that of a warehouseman when the fire occurred, and that the company's employees were not negligent and, therefore, the company was not liable for the loss or injury to the machine.

Owner Leases Truck

GENERALLY speaking, only the person who has control over the driver of a motor truck is liable for the acts of such driver.

For illustration, in *People v. Heckman Trucking Co., Inc.*, 14 N.E. (2d) 801, a common carrier leased a motor truck to a shipper. The legal question was presented the court, as follows: Is the owner of a leased motor truck liable for injurious acts of a driver who is under the control of the lessee? The court held the truck owner not liable, saying:

"The defendant (owner) did not exercise any control over the leased truck. The sole control was exercised by the lessee."

MOTOR TRANSPORT

1,000,000 Drivers in A. F. L.'s Midwest Pact

REPRESENTATIVES of 3,500 truck operators agreed Aug. 31 at Chicago to sign contracts with the American Federation of Labor covering wages and working conditions for 1,000,000 drivers and helpers. The A. F. of L. approved the agreement which is to provide wage increases for the men located in the territory embracing Illinois, Indiana, Wisconsin, Michigan, Ohio, Minnesota, Iowa, Missouri, North Dakota, South Dakota, Nebraska, Kansas City, Kan., and the south bank of the Ohio River from opposite Portsmouth, Ohio, to Paducah, Ky.

The terms provide that the union shall be "the sole representative of those classifications of employees covered by this agreement in collective bargaining with the employer."

About 350,000 of the workers have been members of the Brotherhood of Teamsters, Chauffeurs, Stablemen and Helpers. Others were in C.I.O. locals and between 525,000 and 600,000 were unorganized, drawing wages as low as 20 cents an hour.

On through trips, drivers under the contract will receive 2½ cents a mile plus 75 cents an hour for time spent in making deliveries and pick-ups. On through runs, the employees shall have a guarantee of 6 hrs.' pay at 75 cents an hour. On "turn-around runs," the guarantee shall be for 8 hrs.' pay.

All trips are considered as "through runs" except where the vehicle remains within a radius of 75 miles of a city and the round trip does not exceed 150 miles. In local service, the truck men are to get 60 cents an hour with a 5-hr. guarantee.

Operators, who are covered by the agreement, are to receive 6½ cents a mile for tractor and trailer, 4½ cents a mile for tractor only and 50 per cent of these rates for deadheading.

Other articles provide that no employee shall be permitted to work more than 60 hrs. a week. No employee shall be compelled to take out equipment that is not safe to operate.

Baltimore Strike Settled

Settlement of the strike of truck drivers and helpers which had crippled motor transportation in Balti-

more, Md., for a week, has been effected. The spokesman for the owners' group and union officials stated: "Settlement of the truck strike which has been in progress since midnight Aug. 31 was announced today (Sept. 7) in a joint statement by officials of the union and the Labor Relations Council. The terms of the settlement were not disclosed and some details remain to be worked out. However, the employees will return to work as fast as operations can be resumed."

It has been stated that the agreement effected is a compromise between the union demand for more pay and the owners' demand for a straight 10 per cent decrease. The walkout started when the old contract expired. While some disorders took place during the period of the strike, including attacks on strike breakers and arrests, nothing of a serious nature occurred.

Express Rate Increases Supported by Shippers

The petition of the Railway Express Agency, Inc., for authority to increase its rates and charges and to make other modifications of the express rate structure, met with little opposition Sept. 14 at a public hearing held by the I.C.C. at the Hotel New Yorker. Examiner Howard Hosmer presided.

Opposition was expressed by counsel for the motor truck industry to the Express Agency proposal to reduce rates on smaller packages, claiming it was really seeking to draw business away from the motor truck operators, a contention that C. F. Frey, vice-presi-

dent in charge of traffic of the Railway Express, did not attempt to controvert.

Some shippers who testified firmly supported the petition, while some who favored the reductions on small packages took no stand on the proposal for an increase in first class package charges ranging up to approximately 10 per cent. Some shippers stated that though they were not desirous of higher rates, yet if they were necessary to modernize the system and to promote efficiency, they would not register any definite opposition to the proposal.

C. L. Cotterill, counsel for the Middle Atlantic States Motor Carrier Conference, sought to get an admission from Mr. Frey that in reducing rates on small packages from 1 to 55 lbs. the agency would be out of pocket, but the witness refused to concede such a claim. The proposed increase on shipments of 100 lbs. or more would apply to traffic in all parts of the country.

George H. Griffith, traffic manager of Sterling Products, Inc., and other concerns which ship a large volume of small packages and would be affected materially by the proposed reduction, strongly favored the petition of the Railway Express. Most of his shipments are under 100 lbs. He said he found the express agency provided facilities of benefit to shippers, although it lacked advantages as to delivery.

B. & O., Alton and Keeshin Rate Heads Plan New Class Tariff

Rate officials of the Baltimore and Ohio and Alton railroads and the Keeshin motor interests are developing a new class rate tariff, providing for joint rates from and to all points on both transportation systems, it is reported in traffic circles.

The new rates to be named will be made on all-rail levels to all points on the railroads, between points on the rails and routes of the trucking companies, or on the routes of the latter. These rates will be applicable, according to routing by the shippers, via the railroads and the truck lines.

The new tariff, it is reported, will offer the shippers a choice of routes and services, rather than a choice of rates, because of the fact that the joint rates will be on existing all-rail levels. Revenues will be

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adjusted between the carriers according to divisions, as in the case of all-rail joint rates.

Operation of the new tariff, it is expected, will result in the railroads getting the line hauls and the truck lines performing the delivery and feeder hauls. Shippers and carriers are reported to be awaiting operation of the new tariff with considerable interest. It is the opinion of the shippers that the joint truck-rail rates will tend to move the traffic via the facilities that can handle it most efficiently.

An official notice of its intention to become a party to the joint rates has been served by the Alton on other western roads. The Baltimore and Ohio made a similar notice to eastern railroads over 2 yrs. ago, but it was generally supposed that the plan had been dropped because no action had been taken since the notification was presented.

Work on the tariff has been proceeding for some time, and no guess was hazarded as to when it will be ready for publication.

C. B. & Q. to Continue Pickup Service

Contrary to recent reports that Eastern railroads and certain Western railroads were discussing the possibility of discontinuing freight pickup and store-door delivery service, the Chicago, Burlington & Quincy Railroad and affiliates announced this month, through the office of the president, that this company has no intention of discontinuing this service now nor in the future.

The Burlington highway truck freight and package service, inaugurated in September, 1935, now operates over 1,797 route miles, and in 1937 operated 2.5 million truck miles, and has become a fixed part of the company's freight service. Local pick-up and delivery service is handled through contractual arrangements with local trucking concerns.

I. C. C. Suspends Macaroni Rate

The Interstate Commerce Com. has suspended, on its own motion, until Sept. 28, proposals of certain motor carriers to increase rates on macaroni, spaghetti, noodles or vermicelli from Gretna, New Orleans, La., and Mobile, Ala., to Alabama, Georgia, Mississippi and Tennessee.

La. Law Requires Non-Resident Truck Licenses

The Louisiana legislature has passed and the governor has approved an act prohibiting non-resident trucks from being used to haul materials in that state without a Louisiana license.

Pool-Car Distribution Within State Called Interstate

Unanimously overruling a lower tribunal, the Supreme Court of South Dakota has held that immediate distribution by a truck operator, within the confines of a single state, of rail pool-car shipments originating in another state, is part of a continuous movement in interstate commerce.

The decision cancelled an order of the South Dakota Railroad Commission commanding the Buckingham Transportation Company, of Colorado, Inc., to discontinue distribution in South Dakota of pool-car shipments from Omaha, Neb. The railroad commission found the operation was intrastate in character and, due to Buckingham's lack of intrastate rights, issued a cease and desist order.

When the Commission's findings were upheld by the circuit court of Pennington County, Buckingham, through its attorneys, Perry R. Moore and Clyde W. Fiddes, appealed to the State Supreme Court.

The Supreme Court found that when shipments were consolidated into pool-carloads in Omaha it was the "intention" of the shippers and all parties concerned that the goods be delivered to specified consignees in South Dakota.

"It is the intention formed prior to shipment, pursuant to which property is carried to a selected destination by a continuous or unified movement which fixes its essential character," the decision stated. "When the intention which produces the movement is known, the incidents of the transportation become insignificant and need not be considered in determining whether the transportation is of the one order or the other."

Shippers in Nebraska, the court explained, stencil the name of the South Dakota consignee on each separate parcel, make out a shipping order, and deliver the parcels to the Gordon Storage Warehouse Co., Inc., Omaha, which makes out a separate expense bill for each consignee.

The goods are then placed in a pool car which is moved by railroad from Omaha to Rapid City, S. D., under a single bill of lading

and freight bill in which Gordon is named as consignor and Buckingham is named as consignee, the court stated. At Rapid City, it added, the merchandise is delivered to Buckingham for "straightway" delivery by trucks to consignees at points in the Black Hills area of South Dakota included in the authority granted Buckingham by the Interstate Commerce Commission.

The court described as "untenable" contentions of the railroad commission and the circuit court that the transportation was not intended to be continuous, was not in fact continuous, and was accomplished by separate and independent movements. The tribunal likewise waived a contention that the continuity and identity of the shipments were destroyed at the break-bulk point.

"If it be admitted, as it must be, that the owners and the forwarder adopt this method or system of dealing in order to secure the advantage of the pool-car rate, it does not follow that the unity of the transportation from the point of origin to the points of ultimate destination is broken," the court declared.

"If that which is done is in performance of a pre-conceived and pre-announced intention to move property to the selected destination, the essential continuity or unity of transportation will not be destroyed by a multiplication of carriers and contracts, by changes in form or mode of transportation, by a rebilling or a reshipping, or by any cessation of movement incidental to a mere change in form or mode of transportation."

"Neither the use of the pool car nor any other single operation described in this record constitute an end in themselves. Every such operation is indulged in as a means to the accomplishment of the controlling purpose which gives birth to the transportation. Without the intention to move odd lots of merchandise across state lines through Rapid City to the several ultimate destinations, there never will be a pool car of freight."

"Notwithstanding the use of the pool car as a container, there never is a moment when the separate lots of merchandise lose their identity as such, nor is there a second of time when there is any uncertainty as to the destination towards which each lot of merchandise is moving. To say that the two legs of the transportation are independent is to close one's eyes to the body of intention to which those legs are appended."

The court's ruling corresponded to a decision handed down by the Interstate Commerce Commission, April 18, 1938, on the contract carrier application of Black and White Express, MC-88376. Faced with facts similar to those presented in the instant case, the I.C.C. held that distribution in Pennsylvania by Black and White of pool-car shipments of meat from Sioux Falls, S. D., to Butler, Pa., was in interstate commerce and subject to the Federal Motor Carrier Act.

Weight Basis Approved

(Concluded from page 11)

weight basis, the report states, are independent carriers who participate in tariffs naming rates on a lower level than those published by the large national organization, and this rate level they contend is justified by their lower operating costs. They charged that large operators supporting the weight rule are attempting to control the entire industry. The "chaotic condition" reported by industry leaders, they asserted, is largely imaginary.

Other criticisms leveled against the weight basis were that higher charges would result, diverting traffic to other transportation agencies; that adoption would not eliminate the practices of estimating for the reason that shippers will still want to know in advance what the cost will be; that the new rule would impose a burden in many areas due to the absence of scales, and in other areas on account of the charge that would be made for weighing. That different methods of loading make policing impossible and provide an incentive to improper practice, was the principal argument used against continuing the displacement basis.

Supporting his recommendation Applin wrote: "While the ordinary shipper of household goods is vitally interested in the total transportation charge, it appears that when it is learned that the carrier must weigh the shipment and assess definitely stated charges based on that weight, the public will acquire more confidence in the carrier and there will be less tendency on the part of the shipper to 'shop around' among carriers in the hope of obtaining a low estimate. The conclusion seems inescapable that the prescription of a weight basis would aid in eliminating the unfair and destructive practices indulged in under the present displacement basis."

Examiner Applin recommended for adoption a rule defining the term "household goods," giving it an interpretation broad enough to cover not only homes, but also institutions and places of business, and including stock and equipment to be moved with furniture.

A formula for determining weight also is set out. It provides that the tare weight of each vehicle shall be determined by having it weighed prior to the transportation of each shipment, on a certified scale and by a certified weighmaster. When so weighed, the gasoline tank shall be full and the vehicle shall contain all blankets, pads, chains, dollies, hand trucks and other equipment needed in the transportation of such shipment. The truck will be weighed again after loading and the difference between the two figures shall be the chargeable weight.

For part loads the same rule applies except that the gross weight of a vehicle containing one or more

part loads may be used as the tare weight as to part loads subsequently loaded thereon.

Recommended for I.C.C. approval is a rule requiring carriers to list separately each accessorial or terminal service rendered in connection with each job. Separately stated will be charges for packing and unpacking, in amounts per container; and other charges on a unit or hourly basis, whichever is appropriate. These charges may not be merged with the charge for transportation.

Discounts "of any character whatsoever" would be barred under another suggested rule, as would also rates or charges based upon prepayment.

Carriers furthermore would be required to provide in their tariffs that they will advance to the warehouses the amounts of dock charges and include them in their freight bills in addition to the line-haul rates.

Other proposed rules are:

"No such common carrier shall act as agent for any other such common carrier in the solicitation of shipments of household goods, in interstate or foreign commerce, between points which such agent is authorized to serve and for which it shall have established different rates than those of its principal.

"No such common carrier nor any employee, agent, or representative of a carrier shall act as an agent for an insurance company in insuring, under any type of policy, shipments of household goods to be transported by such carrier in interstate or foreign commerce if such carrier, its employee, agent or representative receives compensation from such insurance company.

"No such common carrier shall issue a receipt or bill of lading for household goods to be transported in interstate or foreign commerce prior to receiving such household goods for such transportation, but must issue such receipt or bill of lading when such household goods have been received."

Reciprocity Agreements With 8 States Aid Truckmen

Indiana has entered into reciprocity agreements with eight other states in an effort to protect Hoosier interstate truckers from extra fee charges, Frank Finney, State Auto License Bureau commissioner, recently announced.

Pacts have been signed with Illinois, Louisiana, Michigan, North Carolina, Ohio, Tennessee, Virginia and West Virginia. Negotiations are still being carried on with Kentucky, South Carolina and Georgia.

Penna. Seeks Reciprocal Trucking Agreements With Other States

The Pennsylvania Public Utility Comm. decided, early in September, to use the State's strategic position between Midwestern States and the Atlantic Seaboard to secure reciprocal trucking agreements with those states. Commissioner Richard J. Beamish an-

nounced that he would visit Indiana, Michigan and Illinois in order to work out such agreements. He said that Pennsylvania will accord to the truckers of those states precisely the same treatment that they give to Pennsylvania truckers. He added that the Pennsylvania operators, especially the household goods movers, had complained of prohibitive license fees and inequitable treatment in other states.

N. J. Fuel Tax Increase Dropped

Because of opposition from many statewide organizations, including the New Jersey Furniture Warehousemen's Assn., New Jersey Legislative leaders are reported to have abandoned at least until after the November election consideration of a proposed 1-cent per gallon gasoline tax increase as a means of raising an estimated additional \$6,000,000 annually to finance unemployment relief.

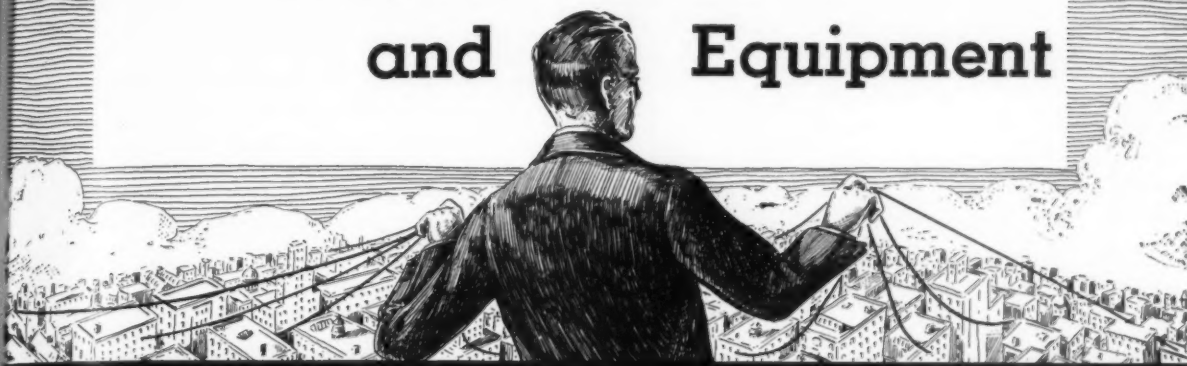
Opposition organized swiftly when it was rumored a special session of the State Legislature might be called to levy the increase. Frederick Petry of the New Jersey Furniture Warehousemen's Association and representatives of other organizations voiced their opposition through a resolution adopted at a meeting called in Trenton by the New Jersey Highway Users' Conference.

Truck Rates 10% Too Low

That all trucking rates of motor carriers of property are too low, was the statement, in substance, of Dabney T. Waring, chairman, Middle Atlantic States Motor Carriers' Conference, Inc., made in testimony during his cross-examination before Examiner Johnston, at the resumption, recently, of Interstate Commerce Commission hearings in Philadelphia. Mr. Waring explained that the low rates are due, in part, to so-called rate wars fought intermittently, the last few years.

Mr. Waring, as spokesman for the conference, proposed that the Commission hand down a minimum rate order fixing class rates of common carriers at present rail rate levels. This, he contended, would in effect make mandatory the 10 per cent permissive rate increase of the Commission, put into operation to the common carriers last March. Mr. Waring emphasized the need of uniformity in trucking rates, pointing out that not only have there been rate wars among the truckers, but between the rails and the truckers, which have contributed to the instability of the rate structure in the industry.

Shippers' Supplies and Equipment



NEW PRODUCTS

New Automotive Maintenance Cleaning Booklet

MODERN methods for effectively handling the many necessary cleaning operations in conjunction with present-day automotive fleet maintenance and truck motor repairing are fully described and illustrated in a 36-page booklet recently issued by Oakite Products, Inc.

Complete information is given on such operations as cleaning cooling systems, removing sludge from motor interiors without disassembling the unit, washing motor exteriors, cleaning engine repair parts, and washing truck bodies and chassis. Maintenance of floors, washing painted walls and other general cleaning problems also are discussed.



Of especial interest to those concerns planning to repaint their automotive or similar equipment is the section on paint stripping. It is pointed out that cold solutions may be used advantageously in those cases where the use of hot stripping solutions is impractical.

From the subjects discussed, it will be noted that much of the information given is equally applicable to cleaning many types of industrial equipment. Free copies of this booklet may be obtained by writing Oakite Products, Inc., 14 Thames St., New York, N. Y. *DandW.*

New Fairbanks Catalogs

THE Fairbanks Co., 398 Lafayette St., New York City, manufacturer of valves, trucks, casters, wheelbarrows, etc., has recently issued catalogs No. 53, containing truck casters and wheels, and No. 54, showing wheelbarrows for practically every purpose. Copies of these catalogs will be gladly sent upon request to the company. *DandW.*

WHERE TO BUY

BODIES (Van)

Gerstenslager Co., Wooster, Ohio.
(See advertisement elsewhere in this issue.)

CASTERS (Truck)

Bassick Co., 38 Austin St., Bridgeport, Conn.

Fairbanks Co., 398 Lafayette St., New York, N. Y.
(See advertisement elsewhere in this issue.)

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.
(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.
(See advertisement elsewhere in this issue.)



Bassick
TRUCK CASTERS

Giants OR PYGMIES

There are sizes and types of Bassick Casters for every requirement. Write for catalog No. 120.

**THE BASSICK
COMPANY**
Bridgeport Connecticut

COVERS (Piano)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.
(See advertisement elsewhere in this issue.)

Fulton Bag & Cotton Mills, Box 1728, Atlanta, Ga.
Branches, St. Louis, Dallas, Mpls., N. Y. C., New Orleans, K. C., Kan.
(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

Let your business cards tell the story of quality

A thousand words won't put over your warehouse if your business card looks as tho it were made before the Chicago fire.

But it takes only one genuine engraved business card done by Wiggins to put thoughts of integrity about you in the mind of anyone who is skeptical.

We will be glad to hear from warehouse executives who are serving a high class of business. Perhaps we can improve your business cards or suggest ways to save you money.

We recommend the use of Vellotype for certain classes of business.

The John B.

WIGGINS

Established 1857
1110 Fullerton Avenue
Chicago





IRON HORSE

Diagonal Square Stitch Adds Strength!

- Longer Wear — Greater Strength...at NO EXTRA COST.
- Cut sizes—36 x 72, 54 x 72, 72 x 72, 80 x 72.

VAN LININGS GRAND COVERS TIE TAPE

Furniture Pads

Write for Samples!

CANVAS SPECIALTY CO., Inc.
90 Grand Street, New York City
Phone: CAnal 6-5558
"Twenty-two years of Honest Service"



Fulco *Gilt-Edge*

Give better protection—last longer. Fulco is a quality pad, made with our special non-jump filler firmly quilted. The Fulco Gilt-Edge webbing at the ends adds materially to the life of the pad. Shreddy Taraulins are standard weather protection equipment for trucks. We are also suppliers of Refrigerator Covers, Radio Covers, Wiping Cloths, Burlap and Wrapping Twine.

FURNITURE PADS and TARPULINS

Write today for illustrated price list and samples.

Fulton Bag & Cotton Mills

Manufacturers Since 1870

ATLANTA ST. LOUIS DALLAS
MINNEAPOLIS NEW YORK NEW ORLEANS KANSAS CITY, KAN.

PROTECT YOUR PROFITS

with

PIONEER PADS

PIONEER Pads assure safe, sure delivery of every load free from damage.

Made of new cotton and jute. Covered with heavy cotton drill and zig-zag stitched to prevent slipping and packing.

PIONEER Pads are made in various sizes, suitable for all vans and pieces of furniture. Write for complete price list.

Louisville Bedding Co., Inc.
418 East Main St.
LOUISVILLE, KENTUCKY

COVERS (Truck) (Tarpaulins)

Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
Branches, St. Louis, Dallas, Mpls., N. Y. C., New Orleans, K. C., Kan.

DOLLIES

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio
(See advertisement elsewhere in this issue.)

ENGRAVING

The John B. Wiggins Co., 1110 Fullerton Ave., Chicago, Ill.

FANS (Industrial Ventilation)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.
(See advertisement elsewhere in this issue.)

INSECTICIDES

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

NAPHTHALENE FLAKES

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

PADS (Canvas Loading)

Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y.

Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
Branches, St. Louis, Dallas, Mpls., N. Y. C., New Orleans, K. C., Kan.

Louisville Bedding Co.; 418 East Main St., Louisville, Ky.

New Haven Quilt & Pad Co.; 80-86 Franklin St., New Haven, Conn.

(See advertisement elsewhere in this issue.)

PADS (Kersey)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.
Branches, St. Louis, Dallas, Mpls., N. Y. C., New Orleans, K. C., Kan.

Louisville Bedding Co., 418 East Main St., Louisville, Ky.

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

(See advertisement elsewhere in this issue.)

PAPER (Moth Proofing)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

PAPER (Tar)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

New Anti-Freeze Device

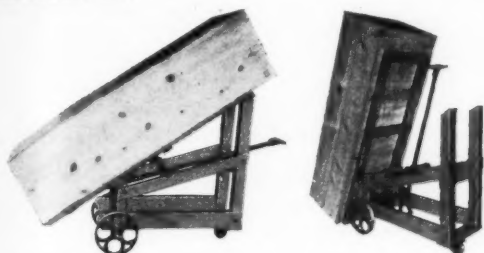
ALKOSAVE, JR., a new device, fully protected by patents, is something unique in the anti-freeze field. It affords permanent anti-freeze protection at 1/3 the cost. High test Quaker anti-freeze or Quaker Brand denatured alcohol, when used in conjunction with Alkosave, Jr., is guaranteed to protect the

(Concluded on page 41)

Lever-Lift Hand Truck

THE Lever-Lift Truck is designed to provide easy handling of long, heavy boxes, crates, shipping cases, etc., in factories, terminals and warehouses.

The truck is equipped with roller-bearing wheels, and a self-locking lever which controls the lifting and carrying bed. The operator pushes the truck against the box to be handled, tilts the box against the bed, then lowers the control lever which places the box in a semi-vertical position for transport. At destination, the operator raises the control lever, which causes the truck bed to place the box on the floor in a vertical position. The truck is then moved backward and away from the box, for further use.



The illustration at the right shows the truck in engaging position, while that at the left shows box loaded on the truck ready for transport.

The advantages of the Lever-Lift Truck are obvious. The truck and its mechanical parts are so scientifically balanced that one man can handle long, heavy boxes weighing up to 900 lbs. which ordinarily require two or three men. When loaded, the box rests accurately on the bed which is locked in position, practically eliminating all danger of accidents caused by boxes slipping or falling off.

Speed, safety, ease and economy are greatly increased by the use of the Lever-Lift Truck. Manufactured by Wash Co., Inc., 720 N. Bowman Ave., Danville, Ill. DandW.

Anchor Strapping for Car Door Bracing

INDUSTRIAL shippers of cartons, boxes, bags, etc., bulked in CL lots have been discovering in steel strapping an ideal material with which to brace across railroad car doors. The old conventional way of protecting goods from shifting out of stacked position into the car doorway, from becoming damaged against the square wall corner, and from falling out of the car when the door is opened, has been with lumber. This method usually costs more, not only in material and labor, but in car damage—bracing material weight which is added to freight bill.

To reduce such damage to merchandise in car lots and to lower the direct costs of car door bracing, a steel strapping has been developed for this purpose. It is known as Anchor Strapping. The manufacturer claims that this is a "new, fast and less expensive way to brace car doors. Available in 3/4 in. by .020 size, this special strapping is punched on 1/2 in. centers to provide the loader with fast, accurate nailing with perfectly equalized tensioning. The receiver, too, is saved money because of reduced unloading time. By just snipping the anchor strapping the car is immediately open for unloading." The manufacturer cites one typical example of a shipper upon changing from wood gates at the car doorway to Anchor strapping saver 37c. or 44 per cent of his old cost. Manufactured by Signode Steel Strapping Co., 2600 N. Western Ave., Chicago. DandW.

Dura-Products

THE Dura-Products Mfg. Co., Canton, Ohio, has taken over the sale and distribution nationally of all Vitralux automotive and bicycle glass reflector products. This line, consisting of several styles of reflectors and truck width indicators, passenger car and bicycle glass reflectors, is illustrated in new descriptive circular which will be sent by the company on request. DandW.

DREADNAUGHT CROSS-STITCHED UNI-WELT FURNITURE PADS

72x80 cut size at \$21.00 Dz.
72x72 cut size at \$20.00 Dz.
54x72 cut size at \$16.50 Dz.
36x72 cut size at \$11.50 Dz.

Radio & Refrigerator Covers

Piano Covers

Kersey Pads



NEW HAVEN QUILT & PAD CO.
80-86 Franklin St., New Haven, Conn.
AMERICA'S LARGEST PAD MANUFACTURER SINCE 1911

Sure!

MOTH PROTECTION

No matter what your storage problem may be—you can be *sure* of moth protection when you use

WHITE TAR NAPHTHALENE BALLS or FLAKES

Write for Prices Today



THE WHITE TAR COMPANY
OF NEW JERSEY, INC.

(A Subsidiary of Koppers Co.)

Belleville Turnpike

Kearny, N. J.



Pianos, Refrigerators and all kind of hard-to-handle pieces are safely and much more easily moved when you are equipped with the right trucks to do the job. We have the answer to your particular handling problem. You will save the cost of these trucks many times a year. Send for special data.

SELF-LIFTING PIANO TRUCK CO.
FINDLAY, OHIO

FAIRBANKS HAND TRUCKS

Made in types for practically every purpose. Every part subject to excessive wear can be renewed easily and inexpensively. Backed by more than half a century of experience.

Write for Catalog No. 51.

THE FAIRBANKS COMPANY

398 Lafayette St., New York, N. Y.

Distributors in Principal Cities



HAMILTON STEEL TRUCKS



are built with special patented round corners, the wheels fitted with roller bearings and with Alemite Lubrication. Lasting quality materials used throughout. Loading capacities from 1600 to 3200 pounds.

Let us quote our prices.

The HAMILTON CASTER & MFG. CO.

Dept. D. HAMILTON, OHIO

PIANO DERRICKS AND TRUCKS

Fairbanks Co., 398 Lafayette St., New York, N. Y.

Self-Lifting Piano Truck Co., Findlay, Ohio.

PLATFORMS (Lift Truck)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.

(See advertisement elsewhere in this issue.)

SPRINKLERS (Automatic)

Grinnell Company, Inc., Providence, Rhode Island.

(See advertisement elsewhere in this issue.)

TIRES (Industrial Truck)

General Tire & Rubber Co., E. Market St., Akron, Ohio.

Goodrich Rubber Co., B. F., Akron, Ohio.

(See advertisement elsewhere in this issue.)

Goodyear Tire & Rubber Co., 7144 E. Market St., Akron, Ohio.

TIRES (Motor Truck)

General Tire & Rubber Co., E. Market St., Akron, Ohio.

Goodrich Rubber Co., B. F., Akron, Ohio.

(See advertisement elsewhere in this issue.)

Goodyear Tire & Rubber Co., 7144 E. Market St., Akron, Ohio.

TRAILERS (Motor Truck)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.

(See advertisement elsewhere in this issue.)

General Motors Corp., Pontiac, Mich.

TRUCK BODIES (Refrigerated)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.

(See advertisement elsewhere in this issue.)

International Harvester Co. of Am., 180 No. Michigan Ave., Chicago, Ill.

TRUCKS (Hand)

Fairbanks Co., 398 Lafayette St., New York, N. Y. (Lift, platform and stevedore)

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.

(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio. (Special plans)

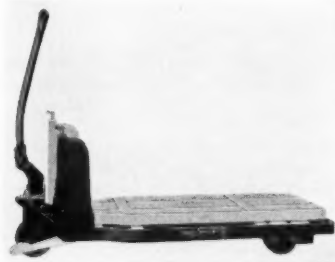
Standard Pressed Steel Co., Box 560, Jenkintown, Pa. (Platform)

(See advertisement elsewhere in this issue.)

Hydraulic Footlift Truck

THE Hydraulic Footlift Truck is a new product which offers lift truck safety and hydraulic ease of operation.

The lifting operation is accomplished by means of a foot pedal which is always ready to lift. There is no head or side room required. The power unit is the well-known Lewis-Shepard enclosed interchangeable type which is easily removed for service.



Exclusive arc-welded "4-bar" frame and "Turret-type" head make the Footlift truck capable of standing years of abuse. The "Dead-Man" release control gives variable lowering speeds and provides shockless lowering.

Fragile loads may be carried with safety. Standard capacities are up to 8,000 lbs. The exceptionally high lift has many advantages. Circular No. 134 shows other advantages and features, and will be sent by the company on request. Manufactured by Lewis-Shepard Sales Corp., 245 Walnut St., Watertown, Mass. DandW.

FRAM Replacement for Conventional Filters

THE maker of the Fram oil and motor cleaners has announced a P-½ Fram replacement cartridge, which can be used by owners of cars equipped with filters of other makes.

The new Fram replacement cartridges employ the well-known Fram chemically-treated, waste pack method of filtering motor oil. The Fram replacement will sell at a price no higher than conventional filters. Made by Fleming Mfg. Co., East Providence, R. I. DandW.



"HALLOWELL" STEEL TRUCKS

ROLL SMOOTHLY

... and
LAST LONGER
because of that

The wheel or caster construction on "Hallowell" Trucks is of a special design, one that will insure smooth, even running, thereby cutting down on one of the conditions that would otherwise contribute to the wear and tear on the truck body. However, that is only one of the features that make the "Hallowell" a long life truck. Equally important are the all-steel platforms that resist the shock and jar of dropped-on loads, without a chance of splintering. The all welded joints, too, provide far more permanent rigidity.

For an all round economical investment, specify "Hallowell". There's a type that will just fit your needs. Write us for literature.



Fig. 766
2-Wooden Stakes



Fig. 753
4-Wooden Stakes

STANDARD PRESSED STEEL CO.

BRANCHES

BOSTON

DETROIT

INDIANAPOLIS

JENKINTOWN, PENNA.

Box 566

BRANCHES

CHICAGO

ST. LOUIS

SAN FRANCISCO



Fig. 762
2-Pipe Stakes



Fig. 751
4-Pipe Stakes

TRUCKS (Refrigerator)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.

Self-Lifting Platform Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

WHEELS (Industrial Truck)

Fairbanks Co., 398 Lafayette St., New York, N. Y.
(See advertisement elsewhere in this issue.)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.

New Tire for Commercial Trailers

OPERATORS of tractor-trailer units have in many cases been troubled by unusual conditions of tire wear on the trailers, according to engineers of The B. F. Goodrich Company, Akron, Ohio.

Most of this unusual wear, the engineers determined, has been caused by the wiping action set up by the non-skid tread design on tires for free rolling wheels.

To overcome this condition, the Goodrich company has just introduced a new Heavy Duty Trailer type pneumatic tire.

The tire has been designed especially for use on free rolling wheels of trailers, although it performs equally well on the front wheels of trucks.

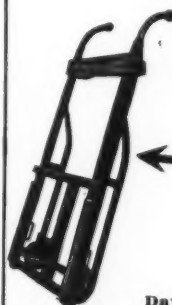
With four circumferential ribs, the new tire also has a modernistic sidewall design, and all the features of the regular Goodrich line of commercial tires. These include Plyflex for the distribution of stresses throughout the tire, Plylock, which protects against having short plies tear loose above the beads and the new Hi-Flex cord, which retains its stretch and prevents dangerously hot internal tire temperatures.

These developments in commercial tires are outlined in the new "Operators Handbook" sent by the company upon request. DandW.

TRUCKS

Refrigerator—Platform and Trailer

Deliver your Refrigerators on Rubber



Type x—\$21.00
Type y— 22.50

Ask for
Catalogue



International Engineering Inc.
Dayton, Ohio 15 Park Row, N. Y.

(Concluded from page 38)

car for the winter. When attached to the lower end of the radiator overflow pipe, it seals the cooling system and prevents evaporation, provided the car is in proper functioning condition. Since there is no evaporation from the cooling system, and the anti-freeze is a new improved government formula, there are no objectionable fumes.

Service stations handling Quaker Brand anti-freeze are giving away, free of charge, one Alkosave, Jr., with the purchase of every 2 gals. of high test Quaker anti-freeze or Quaker Brand denatured alcohol. Sealed radiation is an innovation in the anti-freeze industry, and has met with enthusiastic approval by the trade. A. K. Hamilton, 745 Fifth Ave., New York City, representing Pennsylvania Alcohol Corp., is offering this new device. DandW.

SHORT TALKS ON ADVERTISING

[FIFTH SERIES]

Prepared by the

Bureau of Research and Education, Advertising Federation of America

Machines, Jobs, and Advertising

Number 3

MACHINES have been in the limelight pretty much recently and there has been a good deal of misleading talk about them. One fallacious notion about machines is that they cut down the amount of employment—that greater use of machines in industry means a smaller number of jobs.

It is important that we know the truth about this, for without question machines have deeply affected all industry and its individual wage earners. The facts show that besides making life easier for workingmen, machines also create new opportunities for employment and actually increase the total number of jobs. In this process, advertising is a very important factor.

About the time of the American Civil War our industries began to change from neighborhood shops with hand labor to the modern factory system, equipped with machines run by power. From the very beginning of this movement there were always some people raising the cry that machines put men out of work. But that has not happened, for the simple reason that machine-made goods were sold at lower prices, more people bought them, and more men were employed to make them.

Not long ago all window glass was manufactured through the lung power of human glass blowers. Now it is all made by the use of huge glass-making machines. The cost is much less and so much glass is used that many more men are employed in the industry than formerly. At the last census, 98,000 persons were employed in glass factories.

Shortly after the Civil War the amount of

mechanical power used to operate machines in American industries was only $1\frac{1}{10}$ horse power for every wage earner. Sixty years later there was $4\frac{1}{10}$ horse power per wage earner. As a result the amount of work turned out by each man rose so rapidly during this period that the value added by manufacture increased from \$658 per wage earner to \$3,600. In other words, the mechanical power used in industry increased more than four-fold per worker and the output per worker increased more than five-fold.

And in the meantime, what happened to employment? In the same period the population of our country increased $3\frac{1}{10}$ times and the number of persons gainfully occupied increased $3\frac{1}{10}$ times. As industry substituted machines and power for hand labor, the productivity of each worker increased and the number of jobs increased faster than the population. During this same period the annual earnings per worker were multiplied by nearly $4\frac{1}{2}$.

When we think of this tremendous progress it is well to remember that the greatly enlarged output of industry does not automatically find a market. One of the most important factors in distributing the ever-increasing volume of goods is the use of advertising, without which this mass distribution would be impossible. In a way, advertising is really a key to our industrial progress. Many industries owe their growth directly to the power of advertising.

The machine age means more things for more people and advertising is its indispensable tool.

BIRMINGHAM, ALA.

1880 — 1938

HARRIS

Over 55 Years of Service

Transfer & Warehouse Co.

8 South 13th St., Birmingham

— FIREPROOF WAREHOUSES —

Merchandise and Household Goods

- STORAGE • DISTRIBUTION
- CARTAGE • FORWARDING

Pool Cars Handled

FORT SMITH, ARK.

W. J. ECHOLS, President
MONT S. ECHOLS, Vice-President
E. MONTAGUE WILLIAMS, Sec'y-Treas.-Manager

ARKANSAS WAREHOUSE COMPANY

General Merchandise Storage. Forwarding.
Pool Car Distribution.
55,000 Square Feet Floor Space.
Modern Fire Proof Building. Sprinkler Equipped.
Lowest Insurance Rate.
On St. Louis, San Francisco Railroad Reciprocal Switching.

FORT SMITH, ARK.

O K TRANSFER & STORAGE CO.

201 Rogers Ave.

Storing—Shipping—Moving—Packing
Complete Storage and Distribution Service
Free Switching from All Railroads
Low Insurance Rates
26 Years of Satisfactory Service

BIRMINGHAM, ALA.

Member

STRICKLAND

Transfer & Warehouse Co.

1700-1702 2nd Ave. So.

General Merchandise Storage and Distribution
Pool Car Service a Specialty—Motor Truck Service
Centrally Located—Free Switching from All R.Rs.

LITTLE ROCK, ARK.

Commercial Warehouse Co.

801-7 East Markham Street

A Complete Branch House Service
Fireproof Sprinklered - - Low Insurance
Private Railroad Siding - - Quick Service

BIRMINGHAM, ALA.

MEMBER

WITTICHEN

Transfer & Warehouse Co.

Fireproof Warehouse
Household Goods and Merchandise
Agents: Aero Mayflower Transit Company

LITTLE ROCK, ARK.

Arkansas' Largest Warehouse
Merchandise—Household Storage



Absolutely Fireproof
Low Insurance Rates
Pool Car Distribution
Compartmented for household Goods

TERMINAL WAREHOUSE CO.

LITTLE ROCK ARKANSAS

Member American Warehousemen's Association
American Chain of Warehouses.
Agent for Allied Van Lines, Inc.

MOBILE, ALA.

MEMBER

Merchants Transfer Company

HEAVY HAULING—STORAGE

Pool Cars and General Merchandise—Bonded
Authorized Transfer Agents
A.T.&N., G.M.&N., L.&N., M.&O. &
Southern Railroads. Pan Atlantic S/S Corp.

MONTGOMERY, ALA.

MEMBER

Alabama Transfer & Warehouse Co.

500 Block North Perry St.

BONDED — FIREPROOF —
WAREHOUSE
STORAGE & DISTRIBUTION

Members N.F.W.A. — A.W.A. — So.W.A. —
A.C.W. — A.V.L.

MONTGOMERY, ALA.

MOELLER TRANSFER & STORAGE CO.

210-220 COOSA STREET

Merchandise and Household Goods
Low Insurance Rate Bonded Trucking Service
Pool Car Distribution

Members: A.W.A., N.F.W.A., So. W.A.

TUCSON, ARIZONA

Tucson Warehouse & Transfer Co.

POOL CAR DISTRIBUTORS
FIREPROOF STORAGE

110 East Sixth Street Tucson, Arizona

LONG BEACH, CAL.

STORAGE—TRUCKING
DISTRIBUTION
FREIGHT—MACHINERY
TRUCK CRANES
RIGGING



457 GOLDEN AVE. - P.O. BOX 237

LOS ANGELES, CAL.

The newest and most modern storage building in the West.
Our central location and unexcelled facilities make us the logical warehouse for distributing Household Goods for Los Angeles, Hollywood, Beverly Hills, West Los Angeles, and Westwood Hills.
"Our policies are reciprocity and prompt remittances."
"The Most Beautiful Depository in the World"

AMERICAN STORAGE CO.

3634 BEVERLY BOULEVARD

LOS ANGELES, CAL.

OPERATING WAREHOUSES
IN PRINCIPAL CITIES OF CALIFORNIA

BEKINS

VAN & STORAGE CO.
1335 S. Figueroa St.
HERB HOLT, Mgr.

Nine Metropolitan Locations

LOS ANGELES, CAL.

**Efficient Warehousing and Distribution
California Warehouse Co.**

1248 Wholesale St. Los Angeles



Merchandise exclusively—Specialist in food distribution—Sprinklered concrete building—Central location—Spur track—Low insurance—Cartage service.

Represented by

American Chain of Warehouses

250 Park Ave.,
New York City

53 W. Jackson Blvd.,
Chicago, Ill.

LOS ANGELES, CAL.

AN "ASSOCIATED WAREHOUSE"

DAVIES WAREHOUSE COMPANY

GENERAL OFFICES: 164 SOUTH CENTRAL AVE.

First merchandise warehouse in Los Angeles—and STILL the FIRST . . . Established 1893 . . . MORE THAN ORDINARY SERVICE . . . We invite inquiries relative to your warehouse problems.

MEMBERS: A.W.A. SINCE 1898 . . . C.W.A. . . . L.A.W.A.

LOS ANGELES, CAL.

Completely Equipped
**Merchandise
LOS ANGELES WAREHOUSE CO.**
316 Commercial Street
Household Goods

LOS ANGELES, CAL.



**METROPOLITAN
WAREHOUSE CO.**

*Merchandise Warehousing
and Distribution*

U. S. Customs Bonded

Reinforced Concrete Sprinklered Building

Centrally Located in Metropolitan Area

Fire Insurance Rate 11.7 Cents

1340-1356 EAST SIXTH STREET

LOS ANGELES

MEMBER

ALLIED DISTRIBUTION, Inc.

1325 Newberry Ave. 11 West 42nd St.
Chicago, Ill. New York City

Offices for Rent

Telephone and
Secretarial Service
Sub Basement for
Cool, Dry Storage

LOS ANGELES, CAL.

1950 S. Vermont Avenue, Los Angeles

LYON

VAN AND STORAGE

SERVES CALIFORNIA

San Francisco
Oakland
Fresno
San Bernardino
Glendale
Hollywood
Los Angeles
Pasadena
Long Beach
San Diego

Let
Lyon
Guard your
Goods

LOS ANGELES, CAL.

Overland Terminal Warehouse

1807 E. Olympic Blvd.

(NINTH AND ALAMEDA STS.)

SERVED BY THE UNION PACIFIC RAILROAD

General Merchandise Storage

U. S. Customs Bonded Warehouse No. 11

Cool Room Accommodations

FOR COMPLETE INFORMATION WRITE US DIRECTLY
OR HANDLE WITH OUR ASSOCIATES

CROOKS TERMINAL WAREHOUSES, INC.

CHICAGO NEW YORK KANSAS CITY
433 W. Harrison St. 271 Madison Ave. 1104 Union Ave.

OR NEAREST GENERAL AGENCY
UNION PACIFIC RAILROAD

LOS ANGELES, CAL.

Specializing in

**STORAGE & DISTRIBUTION
of Food Products**

WE OFFER SHIPPERS COMPLETE SERVICE IN STORAGE AND DISTRIBUTION, PLUS THE ADDED CONVENIENCE OF AUXILIARY SERVICES:

DRASTAGE FUMIGATION OFFICES
FINANCIAL ASSISTANCE SECRETARIAL SERVICE

An Efficient Organization to Administer Your
Local Distribution

MEMBERS: C.W.A.—L.A.W.A.

Pacific Commercial Warehouse, Inc.

923 East Third Street Los Angeles

Represented by National Warehousing Service,
519 W. Roosevelt Road, Chicago, Ill.

LOS ANGELES, CAL.

We Solicit Your Shipments and
Pool Car Distribution

**PRUDENTIAL
STORAGE AND MOVING CO.**

1610 SOUTH VERMONT AVE.
FIREPROOF WAREHOUSE FOR HOUSEHOLD GOODS
Members California Van & Storage Association
National Furniture Warehousemen's Association

**Cal. Storagers Hold
Successful Convention**

FOUR important resolutions came out of the joint meeting of the California Storage Assn. and the United Independent Van & Warehousemen's Assn., which took place over the Labor Day week-end in Santa Barbara, at the Samarkand Hotel; there were joint business sessions during which problems of the industry were thrashed out; many interesting papers and addresses were given and a strong list of new officers elected.

The resolutions, which summed up the business end of the program, covered the following matters:

1. An appeal to the Interstate Commerce Commission protesting that Commission's requirement of a daily log from drivers on intra-state as well as on inter-state operations. The Convention recommends the revision of the requirement to include only actual inter-state operations.

2. A appeal to the California Railroad Commission to the

(Concluded on page 47)

For the convenience of shippers, this section is arranged geographically

LOS ANGELES, CAL.

1817-1835 INDUSTRIAL STREET

Star Truck & Warehouse Co.

COMPLETE FACILITIES EFFICIENT SERVICE
Storage Distribution Drayage
Represented by Distribution Service
240,000 Square Feet 55 Motor Trucks
New York Chicago San Francisco

LOS ANGELES, CAL.

W. E. TEAGUE, Pres.
B. F. JOHNSTON, Gen. Mgr.

UNION TERMINAL WAREHOUSE

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete and efficient Warehouse and Distribution Service in the West. Insurance Rate as low as 11.5 cents per \$100 per year. Daily motor truck service to all parts of the city and Los Angeles Harbor.

LOS ANGELES, CAL.

Make Westland Warehouses

Your Distribution Headquarters
in So. California

Member, A. W. A.,
C. W. A., L. A. W. A.

Write for Booklet

L. A. Junction Ry.
Service

Westland
Warehouses, Inc.
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Room 1305
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Chicago, Ill.



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ARTHUR E. TRAVIS, Owner

WESTERN VAN & STORAGE CO.

1808-22nd St. Sacramento, Cal.

Merchandise and household goods Warehouse

Specializing in General Merchandise, Hops and Flour. Private Siding on S.P.R.R.—10-Car Capacity. Distribution of Merchandise and Household Goods Pool Cars.

SAN FRANCISCO, CALIF.

Established in 1858

FARNSWORTH & RUGGLES

WAREHOUSING GENERAL MERCHANDISE

Pool Car Distribution. Motor Truck Fleet
Freight distributing terminal, warehouses and offices
FIRST, BRANNAN & FEDERAL STREETS
In the heart of the shipping district

SAN FRANCISCO, CALIF.



GIBRALTAR WAREHOUSES

201 CALIFORNIA ST.

OPERATED IN CONJUNCTION WITH

OVERLAND FREIGHT TRANSFER CO.

AND
TILDEN SALES BUILDING

SAN FRANCISCO, CALIF.

THE HASLETT WAREHOUSE CO.

280 Battery Street, San Francisco

Largest and most complete storage and trucking service on the Pacific Coast.

Operating in San Francisco, Oakland, Stockton and Sacramento.

S. M. HASLETT - President
Member: American Warehousemen's Assn.
American Chain of Warehouses, Inc.

OAKLAND, CAL.

OAKLAND WAREHOUSE TERMINALS

FIFTH & KIRKHAM STS.

OPERATED BY MERCHANTS EXPRESS CORP.

SAME OWNERSHIP AS

Southern Pacific Terminal Warehouse

4TH & BERRY STS., SAN FRANCISCO

OPERATED BY WALKUP DRAYAGE & WAREHOUSE CO.

Modern buildings with lowest insurance rates and largest fleet of motor equipment in the bay area.

Most complete and efficient transbay service. Exclusive contracts all railroad store door services.

STORAGE & POOL CAR DISTRIBUTION OF
FURNITURE AND MERCHANDISE

MEMBER AWA

SAN FRANCISCO, CAL.



Complete
Warehousing
Service

for
General Merchandise
Liquors - Drugs

Draying, Pool Car Distribution, Office Accommodations
and Telephone Service

SAN FRANCISCO WAREHOUSE COMPANY
625 Third St. Sutter 3461

Member: American Warehousemen's Association
Distribution Service, Inc.

SO. PASADENA, CAL.

EST. 1913

**ONEONTA
TRANSFER AND STORAGE**

812 FREMONT AVENUE

Coast to Coast Motor Van Service

Complete Moving and Storage Facilities

VENTURA, CAL.

POOL CAR DISTRIBUTION

Established 1881

**VENTURA
TRANSFER
COMPANY**

Two Brick & Concrete Buildings for Storage
and Distribution of Household Goods. Motor
Truck Service.

Members of NFWA—YFA—CalF&SA

Send Inquiries to P. O. Box 728

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MEMBER

BUEHLER
TRANSFER CO.
SPECIALISTS IN STORAGE,
DISTRIBUTION AND TRANSFER OF
HOUSEHOLD GOODS
1200 MADISON STREET

DENVER, COL.

**North Denver Transfer
and Storage Company**

Modern Merchandise Warehouses

A dependable agency for the
distribution of merchandise
and manufactured products.

Storage Cartage
Forwarding Distributing

Centrally Located

Free Switching

Office 2016 Blake Street, DENVER, COLORADO



DENVER, COL.

We offer a complete service—Merchandise and Household Goods Storage, Pool Car Distribution, Moving, Packing and Forwarding.

We also operate the Weicker Transportation Co., a statewide daily motor freight service under regulation of the Public Utilities Commission.

Connections with Interstate Truck Lines to Principal Cities.

Burglar Proof Silver Vaults, Cedar Lined Rug Vault, Fumigating Vault, Private Lockers

The WEICKER TRANSFER & STORAGE CO.
1700 Fifteenth Street
DENVER COLORADO
Member of N. F. W. A.—A. C. W.—A. W. A.

PUEBLO, COLO.

180 Thousand Cu. Ft. Storage Space
ACORN
Storage & Transfer
Merchandise & Household Storage
Consigned Stocks Handled
Pool Car Distribution
Pick Ups, Deliveries, Docking, Crating and Reshipping
We Invite Inquiries Relative to Your Warehouse Problems
Office and Show Room Facilities
JAMES COWEN in Charge

PUEBLO, COLO.

MEMBER

BURCH WAREHOUSE AND
TRANSFER CO. INC.
General Office and Warehouse
200 SO. SANTA FE AVENUE
Modern Sprinklered Fireproof Building
Freight Forwarding and Distribution
Household and Merchandise Storage
PACKING AND SHIPPING
Member of May. W. A.—A. W. A.—Colo. W. A.

BRIDGEPORT, CONN.

U. S. Customs Bonded
The Bridgeport Storage Warehouse Co.
General Offices 10 Whiting St.
FIREPROOF STORAGE WAREHOUSE
General Merchandise Storage and Distribution
Household Goods, Moving, Packing and Shipping
N. Y. N. H. and H. R. R. Siding

BRIDGEPORT, CONN.
HARTFORD, CONN.

E. G. MOONEY, Pres.
J. G. HYLAND, V-Pres.

HARTFORD DESPATCH
Hand WAREHOUSE CO., Inc.

STORAGE AND DISTRIBUTION DAILY THROUGHOUT CONNECTICUT AND MASSACHUSETTS. PRIVATE SIDING. COMPLETE FACILITIES FOR MOVING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS. WAREHOUSES AND TERMINALS AT SPRINGFIELD, MASS., AND BOSTON, MASS.

ALLIED VAN LINES' AGENTS

Member of: A. W. A.—A. C. W.—N. F. W. A.—C. W. A.

NEW HAVEN, CONN.

M. E. Kiely, Mgr.

DAVIS STORAGE COMPANY

335 East St., New Haven, Conn.
Modern Fireproof Merchandise and Household Goods Warehouse
Private seven-car Siding, adjacent to Steamship and R. R. Terminals. Pool and stop-over cars distributed.
Merchandise—New Furniture—Household Goods Storage—Packing—Crating—Shipping.
Motor Truck Service to all towns in Connecticut.
Low Insurance Rate. Prompt, Efficient Service.



NEW HAVEN, CONN.

STORAGE and DISTRIBUTION



Established 1860


Merchandise, automobiles, furniture—23 buildings—ADT supervised watchman service—Low insurance rates—15 car siding—Central location—Daily truck delivery service covering Connecticut and southern Massachusetts—Bonded with U. S. Customs.

THE SMEDLEY CO.

165 Brewery St., New Haven, Conn.
Members: AWA, NFWA, CWA, MTA of C, New Haven Chamber of Commerce, Hauling member Allied Van Lines, Inc.



NEW HAVEN, CONN.

MEMBER

West Haven Trucking Company
Storage Warehouses
Offices, 435 Congress Ave.
Household Goods, Storage, Packing, Shipping, Receiving

PAUL A. DAHLGARD, Owner

TORRINGTON, CONN.

Established 1800
THE E. J. KELLEY CO.
STORAGE WAREHOUSES
New England's Largest Transportation Company
Household Goods Packed, Stored, Shipped.
Merchandise Storage and Distribution.
Pool Cars Distributed in All Parts of Connecticut.

WASHINGTON, D. C.

J. P. ROGERS, Pres.
CALVERT & ROGERS, Incorporated
General Merchandise Storage & Distribution
Pool Car Distribution & Hhg. Moving—Specialties—Refrigerators—Stoves—Washers—Motor Oils, Etc.
Private B.&O. Siding, Langdon, D. C.

For the convenience of shippers, this section is arranged geographically

California Convention

(Concluded from page 44)

fect that no commission shall be payable to "any person or persons outside of our own industry."

The Convention took action on the present attitude of steamship lines governing the inspection and settlement of claims against shipments (of household goods) carried over those water lines, requesting that attention be paid to such claims. (The steamship companies are reported to be remiss in attending to claims filed.)

A recommendation from the joint convention to the Trucking Council of California that the household goods storage industry be placed by legislation under the control of the California Railroad Commission. At the present time, all merchandise warehouses are under the Railroad Commission with the exception of household goods warehouses. The stabilization of rates that has resulted for other industries inspires the household goods warehousemen to seek similar stabilization. The recommendation is being referred to the Trucking Council here and it is expected that the proper legislative steps will be taken in good time.

The convention, voted by all delegates to be the best yet held, drew an enthusiastic attendance from representatives of both the participating organizations. The Mayflower Warehousemen's Assn. was to take part, but withdrew. Meetings started at 2 p. m. on Saturday the 3rd and proceeded rapidly through board of directors' meetings, business discussions and reports of committees, to the banquet and entertainment in the evening. This was followed by a debate on the following subject: Resolved: That a small, individually owned moving company can give better service than a large organization. The affirmative was taken by Frank Allen and M. F. Vineyard; the negative by W. Parker Lyon, Jr., and Curtis Ryan.

On Sunday, the joint Business Session was held, with Arch Allen presiding. Subjects discussed included: Phone Book Advertising, led by Herbert B. Holt, who asked: "Do large advertisements pay? What can be done to reduce size of advertisements?" David G. Shearer discussed Legislative Activities, with special reference to city charters whose provisions impose local license fees for picking up or delivery, and the necessity of action to combat such unfavorable laws.

Phil Rainey talked on recent developments in insurance and how insurance costs may be reduced; Bert Shear told how "We can promote a better feeling on the part of the public towards our industry."

A paper that attracted considerable attention was given by Chas. C. Wagner, whose subject was, "How Can a Warehouseman Increase His Business?" Mr. Wagner discussed at length the matter of advertising, opportunities for new business that were often overlooked, and some of the best sources of new business.

Harvey B. Lyon discussed storage handling and wrapping rates with a view to possible revision. The proper handling of claims was the subject of a paper by C. A. Bekins and Clarence Rall, who asked how the warehouses might improve their technique in handling claims, and whether the customer would benefit by better follow up on the part of the warehouse. Other discussions were led by R. P. Dix, H. M. Burgeson, Ray James, Harry Cremeens, Marvin Vandervoort, Joe Gosling, George Hover, J. W. Kendall, and W. A. Cassell.

The principal speaker at the Sunday evening banquet was Scott Elder, Transportation Counsel, the California Railroad Commission, who gave a resume of enforcement activities and suggestions as to how moving companies might co-operate to secure best results.

The California Van & Storage Assn. elected the following new officers: Arch Allen, Sacramento, president; H. A. Kern, San Francisco, secretary-treasurer; Frank Payne, Los Angeles, southern vice-president; Marvin Vandervoort, Palo Alto, northern vice-president; J. J. Timmins, Beverly Hills, assistant secretary; the directors are: Haunschild, Oakland; Charles Wagner, Stockton; Charles Schmidt, San Francisco; Lowell McAdam, Pasadena; Curtis Ryan, Los Angeles.

The United Independent Van & Warehousemen's Assn. chose Floyd Shook, Los Angeles, as president, and Dave Magner, of Southgate, secretary.

WASHINGTON, D. C.



E. K. MORRIS, President
Member—National Furniture Warehousemen's Association

Telephone ADams 5600

FEDERAL STORAGE COMPANY

1701 FLORIDA AVENUE

(See Page Advertisement Directory Issue)
Member—National Furniture Warehousemen's Association

WASHINGTON, D. C.

SHIPMENTS DELIVERED AT CURRENT RATES IN WASHINGTON AND VICINITY

Security Storage Company

OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000

Security (steel) lift vans for overseas shipments. Door to door rates quoted, both to and from Europe and South America. All risk insurance if desired.

Members, NFWA, AFL
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WASHINGTON, D. C.



Fireproof Storage Warehouses

SMITH'S TRANSFER & STORAGE CO., INC.

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Washington, D. C.
A. C. Smith, Pres.

WASHINGTON, D. C.

GENERAL MERCHANDISE STORAGE

**Pool Car Distribution—
City Delivery Service**

Direct Switching Connections into Warehouse
Pennsylvania Railroad

**TERMINAL REFRIGERATING &
WAREHOUSING CORPORATION**

4th and D Streets, Southwest

Member of A. C. W.

WASHINGTON, D. C.

W. E. EDGAR, Supt.

THE TERMINAL STORAGE COMPANY OF WASHINGTON

First, K and L Streets, N. E.

Large buildings of modern construction; total floor area 204,000 square feet, of which 109,000 square feet is of fireproof construction.

Storage of general merchandise.

CONSIGN SHIPMENTS VIA B. & O. R. R.

Heated rooms for protection against freezing.

Member of American Warehousemen's Association.

WASHINGTON, D. C.



Established 1901

UNITED ★ STATES STORAGE COMPANY

418 10th Street, N. W.

We Reciprocate Shipments

(See Advertisement in Directory issue, page 90)
Member of N.F.W.A.—W.W.A.

For the convenience of shippers, this section is arranged geographically

JACKSONVILLE, FLA.

FLORIDA'S LARGEST WAREHOUSE

UNION TERMINAL WAREHOUSE COMPANY
East Union and Ionia Streets

Merchandise Storage—Custom Bonded—Pool Car Distribution
Reconsigning—Trucking Service—Trackage 53 Cars
Reinforced Concrete—Sprinkler System—A.D.T. Service
Insurance Rate 12 Cents
Rental Compartments—Sub-Postoffice, Western Union Tel.
Members A.W.A.—A.C.-W.—J.W.A.

MIAMI, FLA.

L. A. JONES, Inc.

FIREPROOF WAREHOUSE

PUBLIC BONDED

6 Car Siding Florida East Coast R.R.

MERCHANDISE STORAGE AND DISTRIBUTION

60,000 sq. feet floor space

MIAMI, FLA.

W. M. KELLEY, Pres. & Mgr.

ROBBINS WAREHOUSING and DISTRIBUTING CO., Inc.

1109 N.W. 22nd St.

Fireproof and hurricane proof warehouse

Private Siding Seaboard Air Line Ry.

Merchandise Storage and Pool Car Distribution

Low Insurance Rate

MIAMI BEACH, FLA.

Washington Storage Co., Inc.

1001 Washington Avenue

Moving—Packing—Shipping—Storage

Merchandise Distribution

Members NFWA

PENSACOLA, FLA.

W. A. Ray, Pres. & Mgr. M. Ray, Sec.-Treas.

The Bonded Warehouse Company

Handling merchandise in brick buildings sprinklered, on private siding L&N (8-car capacity) at 710 So. Palafox St. U. S. Customs bonded; U. S. Warehouse Act bonded.

For merchandise and household goods we have at 711 Jefferson St. 35,000 sq. ft. Consign C.L. Shipments via L&N; LCL via L&N-Prisco. Specialize in sugar, autos, oil, beer, liquors, canned goods, wire rope, cotton. Distribute pool cars, transfer household goods. Three trucks. Branch office and show room facilities.

PENSACOLA, FLA.

H. P. FERRISS, Pres. H. W. FERRISS, Mgr.

FERRISS
WAREHOUSE & STORAGE

Merchandise Storage

POOL CARS DISTRIBUTED. PRIVATE SIDING

HOUSEHOLD GOODS STORAGE

LOW INSURANCE RATES

TAMPA, FLA.

"Your Tampa Branch House"

CALDWELL
BONDED
WAREHOUSES

MERCHANDISE—HOUSEHOLD GOODS

Members } American Chain of Warehouses
American Warehousemen's Assn.

TAMPA, FLA.

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TERMINAL1139 Ellamae Ave.
TAMPA

Merchandise Storage
Pool Car Distribution
Commercial Cartage
Water & Rail connections
Low Insurance Rate
Household Goods Storage
Moving—Packing—Shipping
Agents Allied Van Lines
National Movers
Members: AWA—NFWA

TAMPA, FLA.

TAMPA UNION TERMINAL, INC.
TAMPA, FLORIDA

Offering storage and distribution in the South's largest and most modern combined General and Cold Storage Warehouse. Building of Reinforced concrete with sprinkler system, low insurance rates. Private railroad sidings served by S&L and ACL. Private Docks. Special attention given Pool Car Distribution. Internal Revenue and U. S. Customs Bonded Warehouse with storekeeper retained permanently.

"Let Us Solve Your Distribution Problems"

Member American Warehousemen's Association

TAMPA, FLA.

WILLIAM J. EVE, Manager

WAREHOUSE, INC.

BONDED

CARLOAD AND COMMERCIAL STORAGE
POOLED CAR DISTRIBUTION

Morgan and Water Streets, Tampa, Florida

W. PALM BEACH, FLA.

DANIELS and SON TRANSFER CO.

501 Park St., P.O. Box 1854 West Palm Beach

Specializing in Merchandise and Household Goods. Private Siding. Consign Shipments via FEC-S&L and Merchants and Miners Transportation Co.—Distribution of Pool Cars—Transfers Household Goods.

\$200,000,000 Stored Commodities
in Los Angeles Warehouses

Approximately three million square feet of storage space is available in Los Angeles public warehouses for the storage of merchandise, of which 69.3 per cent of this space is full, declared William E. Fessenden, director of the American Chain of Warehouses, Inc., and owner of the California Warehouse Company of Los Angeles.

In terms of carloading, Mr. Fessenden added, this represents some 7,000 freight cars of merchandise stored in Los Angeles public merchandise warehouses, or a visual freight train of merchandise about 80 miles long, extending from the outskirts of Los Angeles to Santa Barbara.

The Los Angeles public merchandise warehouse industry represents a capital investment of about \$12,000,000 and the storage buildings represent a cost in excess of \$15,000,000.

The stored commodities represents an approximate value of \$200,000,000. Ten per cent of this tonnage represents immediate turnover, 85 per cent represents a 30 to 60-day turnover, with the remaining 5 per cent in storage for over the 60-day period.

Some 25,000 manufacturers of national products store and distribute through Los Angeles public warehouses. In its reciprocal program, 289 warehouse cities throughout the country bring business to Los Angeles. This means additional business for railroads, steamer lines, motor trucks, banks, financial firms and other like concerns in the traffic field serving the Los Angeles trading area. The increase in distribution means increase in business for merchants, brokers, jobbers, dealers and others doing business in southern California and adjoining states. For the manufacturer it means the elimination of duplicate sales efforts, price cutting, greater volume of spot stocks, orderly marketing and better and more stable prices.

ATLANTA, GA.

FRED E. STEVENS, Owner and Manager

ATLANTA SERVICE WAREHOUSE

"Service" is Our Middle Name

376 Nelson St., S. W. Cor. of Mangum
FIREPROOF WAREHOUSE WITH SOUTHERN RAILROAD SIDING.
LOW INSURANCE RATE.
Member of A.W.A.

Merchandise Warehousing

Pool Car Distribution

ATLANTA, GA.

BONDED SERVICE WAREHOUSE

432-434 Marietta Street

BONDED
FIREPROOF STORAGE
MERCHANDISE
AND HOUSEHOLD GOODS
POOL CAR DISTRIBUTION

ATLANTA, GA.

BONDED

General Warehouse & Storage Co., Inc.

272-274 Marietta St., Atlanta, Ga.

Consigned stocks handled for Manufacturers
Remittance made day received
Store door delivery—Re-packing—Re-shipping

MERCHANDISE DISTRIBUTION

Sprinkler System—R.R. Trackage—Pool Car Distribution

ATLANTA, GA.

H. W. Gullatt, Pres.

M & M WAREHOUSE CO.

29 HAYNES ST. N.W.

General Storage—Pool Car Distribution
Concrete Sprinklered Warehouse

Call on us for any usual or unusual service in connection with your warehousing or distribution problems. We can help you.
Consign via any R.R.—Private Siding A.B.&C. Ry.
Represented by American Chain of Warehouses

ATLANTA, GA.

"Atlanta's Largest"

MONROE BONDED WAREHOUSES

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

MERCHANDISE—COLD STORAGE—TRUCKING

Private Railroad Sidings—Concrete Warehouses

A. D. T. Service

Member: A. W. A.

ATLANTA, GA.

SECURITY WAREHOUSE COMPANY

113-129 COURTLAND ST. S. E.

Commercial Warehousing at its Best

ESTABLISHED
1917

MEMBER
A. W. A.

ATLANTA, GA.

Contact our offices in Atlanta, Augusta, Washington and New York for any long distance household goods movements you have. Commission Agents wanted.

WEATHERS BROS. TRANSFER CO., Inc.

Merchandise and Household Goods Storage
Pool Car Distribution of Merchandise and Household Goods

Specializing on Long Distance Household Goods Moving
Operators of Our Own Equipment in 38 States

SAVANNAH, GA.

Savannah's only bonded warehouse

SAVANNAH BONDED WAREHOUSE & TRANSFER COMPANY.

BAY STREET EXTENSION & CANAL
Post Office Box 1167

General Storage—Distribution—Resigning

Custom House Brokers—Custom Bonded

Regular steamship service from principal

Eastern, Western & Gulf ports—track connections with all rail and steamship lines.

R. B. Young, President.

Members—A.W.A.—A.C.W.—S.W.A.



HONOLULU, HAWAII

WHEN SHIPPING GOODS TO

HONOLULU

Consign to us and the same will be given our best attention.
Modern Concrete Warehouses. Collections promptly remitted.
Correspondence solicited.

CITY TRANSFER COMPANY

Cable Address: LOVERINO, HONOLULU

BOISE, IDAHO

Selling Services Arranged

BOISE COLD STORAGE COMPANY

Merchandise Warehousing & Forwarding
Negotiable Warehouse Receipts Issued
Pool Car Distributors

304 S. 16th St.

P. O. Box 1656

On U.P.R.R.

CHICAGO, ILL.

A National System of Warehousing

40 Warehouses

40 Cities

NEW YORK

ALLIED DISTRIBUTION INC.

CHICAGO

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1525 NEWBERRY AVE. MON. 5531

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Combine your Chicago Office
and your Warehouse

at ANCHOR. The best

location in Chicago—across the street from Tribune Tower and only three minutes from the loop.

You will find here every facility for the efficient storage and distribution of your merchandise.

Re-shipping facilities second to none—direct tunnel connection with all railroads eliminating cartage. Private switch on C&NW Railway—delivery platform inside the building—private dock on Chicago River outside all bridges—lighterage connection with rail lines eliminating switching delays.

ANCHOR STORAGE CO., 219-229 East North Water Street

CHICAGO

Represented by

DISTRIBUTION SERVICE, INC.

CHICAGO, ILL.

CHICAGO'S LOOP WAREHOUSE

C & A TERMINAL CO.

358 W. HARRISON ST.

Modern concrete building. 30 car track served by Alton-B. & O. R.R. Tunnel connection all railroads for L.C.L. shipments. Next door Parcel Post Bldg. for economical and speedy handling of Parcel Post shipments.

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COMPLETE FACILITIES



CURRIER-LEE WAREHOUSES, INC.

427-473 W. ERIE ST.



- ▶ MODERN BUILDINGS—FULLY SPRINKLERED
- ▶ OFFICE AND SPACE RENTALS
- ▶ CONTROLLED TEMPERATURE ROOMS
- ▶ STAPLE COMMODITIES FINANCED
- ▶ PRIVATE SIDING—C M ST P & P RR
- ▶ POOL CAR DISTRIBUTION
- ▶ AMPLE FREE PARKING SPACE

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"CHICAGO'S FINEST WAREHOUSES"



Our huge connected modern warehouse units are located centrally . . . on private well paved streets . . . with ample parking and loading spaces . . . including second floor level roadway and truck elevators . . . Chicago Junction Railway union freight station under the same roof provides fast shipment service without transfer or cartage expense . . . swift freight elevators, plenty of them . . . natural light on all sides . . . clean modern quarters for offices or light manufacturing . . . heat and power as required . . . Because they are designed "for Distinguished Service," come to see our units first, whatever happen to be your space needs.



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& FORWARDING COMPANY**
2001 West Pershing Road . . . CHICAGO
Telephone . . . LAFayette 5628

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**DOWNTOWN
WAREHOUSE**

Most Centrally Located
2 Blocks from New Union Station
**CANAL &
HARRISON STS.**
Tunnel and Trap Car
Service

CROOKS TERMINAL WAREHOUSES

CHICAGO

NEW YORK OFFICE: 271 MADISON AVENUE

KANSAS CITY

**SOUTH SIDE
WAREHOUSES**

5801-5967 West 65th St.

Capacity 1200 Carloads
Insurance Rates as Low as 12c.



Also operate three modern warehouses in Kansas City and the
Overland Terminal Warehouse Company at Los Angeles, California.

LIBERAL LOANS MADE ON STAPLE COMMODITIES

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JIMINY CRICKETS

ship via

EMPIRE FREIGHT COMPANY, Inc.
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CHICAGO, ILL.

W. F. CARROLL, Pres.

J. J. BARRETT, Gen. Mgr.

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MAINTAINS A
STANDARDIZED SERVICE

For almost fifty years EMPIRE Service has been preferred by companies desirous of giving the household effects of employes, transferred to or from Chicago and suburbs, the very best of care and service.

LONG DISTANCE REMOVALS
PACKING AND SHIPPING BY RAIL
STORAGE FOR HOUSEHOLD GOODS AND MERCHANDISE
(CITY-WIDE SERVICE)

EMPIRE WAREHOUSES, Inc.

General Offices: 5153 Cottage Grove Ave., CHICAGO-ILLINOIS

CHICAGO, ILL.

5949-51 W. Madison St.

**Jackson STORAGE
and VAN CO.
Storage**

Oak Park—LaGrange—Maywood

The Forgotten Department

(Continued from page 10)

in foreign publications. It may be of interest to say that even here an old worn out and cheap parcel post scale had cost the firm extra money, but now a higher priced and latest model scale is used on which parcels are weighed that will be opened in cities and towns on the other side of the Atlantic and Pacific Oceans. Practically the same conditions existed here as in the firm owned by my fraternity brother, which I will refer to as plant No. 1. The shipping department was first on one floor, then on another, for there was not much to be moved: a Postal Guide, 3 yrs. old; an express guide; a Bullinger, 5 yrs. old, and an Official Railroad Guide, older than all the others, was the shipping clerk's library of shipping information. But as in plant No. 1, the parcel post and express guide were the only books needed, as the routing of shipments was taken care of by an office employee who handled purchases and other office duties, but knew no more about rates or transportation matters than a 6-yr.-old child knows about trigonometry or zoology. As to the routing of shipments, I found that the shortest route, the most expeditious service, the lowest rates, were of no interest at all to the gentleman in whose hands rested the routing of shipments to all parts of the country. To him, the only question was "Which commercial agent will supply the most cigars, throw the best parties and grease my palm in the hour of need?" In purchasing supplies, the same rule applied. After he received his dishonorable discharge, commercial agents inquired about carload shipments that he had promised them for showing him a big time or for a love offering, such as cigars, booze or a bit of financial assistance when the gambling table proved unlucky.

As to who had direct oversight over the shipping clerk and packers, this was indeed a hard problem to solve. From the mouths of the superintendent down to the straw boss, office manager, purchasing agent, yes, even the timekeeper, instructions and advice were poured upon the shipping clerk and shipping department employees. The losses sustained because of this state of affairs, I have often wished, could be brought to light. Traffic management was an unknown profession to the officials of this company. Here, too:

1. Freight bills were filed away in boxes and cartons without being audited for overcharges.
2. Claims, therefore, were not filed.
3. Tariffs were nowhere to be found in the plant.
4. Freight rates were considered unchangeable as were the ancient laws of the Medes and Persians.
5. Rate clerks were considered infallible.
6. Commodities of a different class were packed in the same container.
7. Warnings from the weighing and inspection bureaus must have been considered love letters.
8. Samples were packed in cartons large enough to hold twice as many and excelsior was thrown in for a filler. "First impressions last the longest" seemingly was not believed to be sound advice.

Again would I remind the reader that I am stating facts that can be verified.

After a traffic department was organized, necessary tariffs obtained, and the responsibility of supervision placed in the hands of one man, the traffic manager, I believe this plant at the present time has one of the finest exhibits of what traffic supervision can accomplish as can be found anywhere. In proof, I submit a word picture of what has been accomplished:

1. Freight bills are audited or checked with tariffs daily, and overcharges are reported to the carrier immediately, so that corrections can be made before bills are paid.
2. Shipments are routed over the shortest routes, over which the lowest rates apply.
3. Claims are promptly filed and pressed for early settlement.
4. Changes in classification have been obtained on most all of the products manufactured.

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5. Either commodity, exception or motor competitive rates are in effect to all sections of the United States. As an example: On two commodities formerly classified as second class in LCL, fourth class in CL, the present status is third and fifth in Official Territory, while on one commodity that for years moved on a fourth class rate in CL to Southern Territory, the present rate is seventh class.

The carload rate on one commodity to a Pacific coast intermediate was lowered more than 50 per cent.

On another commodity, the classification committee gave a ruling that was not only unreasonable, but foolish. An appeal was made, the committee admitted their error and their change of mind cut the LCL rate to the Pacific Coast from \$5.45 to \$2.34 per Cwt.

Orders were obtained from points intermediate, but one customer complained that the rates were high. A tariff was obtained from a trucking company operating from a Pacific Coast terminal to his city and, after studying the commodity section carefully, the traffic manager noticed that certain commodities requiring more truck space and presenting a higher claim risk because of value, were included in a merchandise item on which a rate was published which was less than half the rate charged for forwarding companies in their arbitrary tariff (or rates to be added to terminal rates). A rate proposal was sent by air mail to the traffic manager of the motor carrier and the requested change was granted, published, and is now effective. This change lowered the arbitrary from \$1.13½ to 40 cents per Cwt. The customer was satisfied and expressed his appreciation for the saving obtained.

6. Not only were lower rates obtained, but packing and container costs were lowered.

7. And, as further proof that traffic supervision pays, another example is cited: As previously stated, a new parcel post scale was obtained and, even though savings were affected by correct weights, it was found that the dividing line that separated the third and fourth zone to a number of midwestern points was less than a mile away from the plant, and that the larger city across the river that seemed to be the dividing line was, therefore, enjoying lower postal rates to the above mentioned section, so here was an opportunity to save in postage stamps.

Surely it must be admitted that the once forgotten department in plant No. 2 has proved the value of traffic supervision, for the traffic manager, even during the years of depression, more than paid his own salary by obtaining lower freight rates, claim settlements and the recovery of overcharges on freight bills. Certainly, the increase in business obtained from territories once

(Concluded on page 55)

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The Forgotten Department

(Concluded from page 52)

barred by high freight rates and more favorably located competitors should be credited to the traffic department. New customers are advised of the proper rate to be paid and the department has taken care of overcharges; for this service many expressions of appreciation have been received by the traffic manager.

As previously stated, to present true facts and not rhetorical nicety has caused me to choose the foregoing manner of presenting true stories of "Forgotten Departments." I have never sought to occupy the place of an authority on transportation, but have greatly appreciated the many opportunities to witness forgotten departments raised to important departments, and to act in an advisory capacity in assisting executives to see the folly of placing a department whose mistakes can ruin the work of the production, advertising and sales departments, under the supervision of an employee or employees who are unacquainted with even a rudimentary knowledge of shipping practice. It is because most executives are not acquainted with these rudimentary principles of transportation or traffic management and are losing, in many cases, large sums of money, customers and new sales opportunities, that in lectures and articles, I have stressed the need of an American Institute of Traffic Management, such as was recommended by the Secretary of the Department of Commerce in his Annual Report for the fiscal year ended June 30, 1928, in which it is stated in connection with industrial management:

"It is further evident that at the present time it is difficult for an executive to determine the fitness of an applicant for such work or to check the capability of the employee after engagement. It is, therefore, hoped that some system may be worked out whereby traffic clubs or similar organizations may hold public examinations in traffic management and issue certificates of fitness for various grades—as, for instance, director of traffic, senior traffic manager, junior traffic manager and traffic clerk."

However, I would advise that without further delay that you, Mr. Executive, visit your shipping department, for if in the past it has been a forgotten department, you, too, may discover as did the president of firm No. 1 that the profession of traffic management is as important as accountancy, law or any of the learned professions.

Pea Packers Form Cooperative in Wisconsin

Incorporation of the Canned Pea Marketing Cooperative has been filed in Wisconsin. It is hoped that the new organization will embrace in its membership every important pea canning area of the United States. The State of Wisconsin is alone responsible for about 30 per cent of the national production. The pea canners of the country will be invited to participate in the educational and cooperative features of the new organization.

The Cooperative, among its many functions, will estimate a price range for the major pea items, but these will not be binding upon any canner. Uniform grades and standards will be promoted, and an effort will also be made to eliminate unfair practices, and to advertise and promote peas to the general public.

Membership in the Cooperative will be confined to persons owning pea canneries or field brokers. The board of directors will consist of two canners owning more than two plants, two canners with a single plant, two brokers and the president and secretary of the Wisconsin Canners' Assn.

Regional meetings in support of the plan have already been held in Oshkosh, Eau Claire and in Madison, Wis.

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Complete Distribution, Trucking and
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56,000 SQ. FT. FLOOR SPACE

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Warehousing in all its branches
Sprinklered Buildings—Most Centrally Located with Rail and
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MAIN AT NINTH

agement engineers, are serving in an advisory capacity
in connection with the organizing efforts.

The idea of a pea canners cooperative was the result
of a meeting of corn canners held in Chicago the latter
part of July.

Mobile Foreign Trade Zone Functioning

Initial booking of business for the Mobile Foreign
Trade Zone, opened informally July 21, as the second
established under the Celler Act, has been effected and
plans for comprehensive solicitation of import and fore-
ign transshipment of cargoes worked out, according to
Frederick I. Thompson, zone director. Literature des-
criptive of zone advantages and physical features of-
fered both in the zone and by the port are being pre-
pared in foreign languages, as well as pamphlets for
domestic distribution.

In launching its zone, Mobile has not as serious a
problem with bonded warehouses and other factors as
experienced in New York and elsewhere. The survey
for the zone indicated that among potential import busi-
ness there is a substantial volume to be had of iron
and manganese ores, copper ores and concentrates, dye-
ing and tanning extracts, spirits and liquors, vegetable
oils, industrial chemicals and other items which might
be effectively handled. A movement of these is antici-
pated as well as certain food items.

Chocolate Rate Relief

The I.C.C. has authorized four section relief on ap-
plication 170991, in connection with rates on chocolate,
cocoa and related articles in carloads from Elizabeth,
Florin and Hershey, Pa., to New Orleans, La.

ALEXANDRIA, LA.

ALEXANDRIA IN THE HEART OF LOUISIANA

Bonded Brick & Concrete Warehouse. Storing, Packing, Pool Car Distribution. Agents Aero Mayflower Transit Co. Private Sidings L&A.S., P.&R.L. Ry.

Carnahan's Transfer & Storage
Member of A.W.A.—May W.A.—S.W.A.



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L. C. STEPHENSON, Mgr.

GLOBE STORAGE COMPANY, INC.
520 FRONT ST. BATON ROUGE, LA.

PROMPT SERVICE

General Storage
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Pool Car Handling
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Modern Bonded Warehouse
Sprinkler Protected
Railroad Siding on
Illinois Central and Missouri Pacific

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Importers' Bonded Warehouse
(Member of A.W.A.)

and

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Complete Warehousing and Distribution Service for New Orleans and its territory. 200,000 square feet of storage space with track room for 30 cars at one placement. Licensed by and bonded to the State of Louisiana and the U. S. Government.

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Telephone: Harrison 1496

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Commercial Terminal Warehouse Company
INCORPORATED

Modern Merchandise Warehouses

A dependable agency for the distribution of merchandise and manufactured products.

Storage Cartage Forwarding Distributing
Bean Cleaning and Grading Fumigating

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Sprinklered storage—1,050,000 square feet.
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Nine warehouses convenient to your trade.
Loans made against negotiable receipts.
Trucking Department operating 105 trucks.
Insurance Rates 12c to 46c.

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2nd PORT, U. S. A.

All cement warehouses, low insurance, low handling costs. Located on Mississippi River—Shipside connection. Electrical unloading and piling devices provided to eliminate damage in handling.

Excellent switching connections, with all lines entering New Orleans.
INDEPENDENT WHE. CO., Inc.
New Orleans, La.

NEW ORLEANS, LA.



Standard Warehouse Co., Inc.
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Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
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Complete Warehousing Service

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Merchandise and Household Goods

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Established 1875

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General Storage and Distributing

Rail and Water Connection—Private siding



Member
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American Warehousemen's Association
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Modern, fireproof construction

Sprinkler system protection

Insurance rate 16½c

Free switching with all railroads

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Warehouse space for rent, office or desk room



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For Details See Directory Issue
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Baltimore's Most Modern Merchandise Warehouses
Rail and Water Facilities
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Pres.

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Exclusive Agents Maryland and Vicinity for

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Vans Coast to Coast

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Tobacco Inspection and Export—Low Insurance Rates
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ALLY KNOWN PRODUCTS. FLEET OF
DELIVERY TRUCKS COVERING CITY AND
VICINITY TWICE DAILY.

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BRANCHES: New York City • Newark • Philadelphia • Washington

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LIGHT AND BARRY
STREETS

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Concrete sprinklered warehouse centrally located. Private siding handling CL shipments via B&O, WM R.R. and PENN R.R. Low storage and insurance rates. Negotiable receipts issued. Pool car distribution. Motor truck service. Baltimore Port rates on CL via M & M T Co. from New England.

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Pool Car Distribution
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1893



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SHIPPING TO BOSTON?

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the expert handling of house-
hold goods.

Modern equipment for lift vans
and containers.

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ESTABLISHED 1880—FIFTY-SEVENTH YEAR.

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BOSTON, MASS.

CLARK-REID Co., INC.

GEO. E. MARTIN, *President*

GREATER BOSTON SERVICE

HOUSEHOLD GOODS STORAGE—PACKING—SHIPPING



OFFICES { 380 Green St., Cambridge
83 Charles St., Boston

Mass. F.W.A. Conn. W.A. N.F.W.A. A.V.L.

Quick Freezing Growth

(Continued from page 13)

the center, is 12 to 48 hrs., or longer. Quick freezing methods reduce the time to between 1 and 2 hrs. for meat, or 3 to 4 hrs. for vegetables, without necessarily requiring refrigerating machinery to produce lower minimum temperatures.

According to several refrigeration authorities, difficulties encountered with usual sharp freezing methods, now overcome by quick-freezing, are as follows:

1. Poor appearance because of freezer burn (dehydration of surface tissue and partial oxidation of fats in and immediately below skin) unless wrapped before freezing, kept wrapped during storage, and not held too long in storage.

2. Appreciable loss in weight by evaporation during freezing and while in storage, accelerated if storage temperature fluctuates.

3. Change in structure and composition, owing to combination of slow freezing rate and effect of particular temperature at which the freezing is done.

4. Loss of water and soluble proteins, leaving meat spongy and affecting the color, appearance and food value, to an extent depending on temperature, rate and method of defrosting.

5. Uneconomical use of cold storage space, because of irregular shape of ordinary packing house cuts.

Schemes used for quick freezing include direct contact with chilled brine, by immersion or in form of rain or mist, and pressure contact with metal plates or molds held at suitable low temperatures. By these means, refrigerant temperatures between minus 5 deg. F. and minus 20 deg. F. can be utilized, compared to temperatures as low as minus 40 deg. F. or minus 50 deg. F., necessary for quick freezing in air. This reduces size and cost of refrigeration equipment as well as power consumption for a given quantity of food product output. Attempts to secure rapid freezing in air, by means of extremely rapid circulation, have invariably resulted in excessive moisture loss by evaporation and deterioration caused by accelerated oxidation.

Compared to ordinary cold storage, quick freezing practically eliminates:

1. Fermentation and mold growth;
2. Loss of volatile flavoring matter;
3. Contamination from other foods and substances;
4. Oxidation, by free contact with air circulating in storage rooms, causing rancidity, color changes and off-flavors especially in fish, vegetables and citrus fruits.

Principles of Quick Freezing

When food products are frozen rapidly enough, the ice crystals formed within the plant or animal cells remain small and therefore do not rupture the elastic cell walls. Large crystals produced by slow freezing tend to break up the tissue and to segregate the fluids from the solids, making the food unpalatable, allowing the juices to escape when thawed, and giving an unattractive appearance. The dripping carries away much of the original nutritive value and flavoring content.

Freezing of fluid contents of individual cells is progressive. Contents are colloidal, usually of jelly-like consistency, and have appreciable quantities of various chemical salts, particularly sodium and calcium, in solution. When freezing starts, fresh-water ice crystals are produced in the cellular and intercellular spaces. As these crystals grow, with diminishing temperature, the remaining liquid becomes more concentrated and the effect of the salts is to depress the freezing temperature correspondingly. Thus while freezing starts at 31 deg.

BOSTON, MASS.

CONGRESS STORES, Inc.

38 STILLINGS ST.

PERSONAL
SERVICE

GENERAL
MERCHANDISE STORAGE

CENTRAL
LOCATION

Pool Car Distribution

Sidings on N. Y., N. H. & H. R. R.

Protected By
A.D.T. Service

Member
Mass. Warehousemen's Assn.

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Established 1896

PACKING MOVING

D.W. DUNN CO.

STORING SHIPPING

COMPLETE WAREHOUSING FACILITIES

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Storage Capacity, 100,000 Sq. Ft.

Low insurance rate, direct track connection N. Y., N. H. & Hartford R. R. General Merchandise, Storage and distribution. ADT Protection System. Negotiable and Non-negotiable warehouse receipts. Space reserved for merchandise requiring non-freezing temperature.

Pool Car Shipments — Auto Truck Service
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Member American Warehousemen's Assoc.

BOSTON, MASS.

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AND

DISTRIBUTING CO.

GENERAL MERCHANDISE STORAGE

Free and Bonded Space — Pool Car Service

Successors to

FRANCIS FITZ CO. AND THE GENERAL
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Warren Bridge Warehouse, Charlestown, Mass.

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453 COMMERCIAL STREET

BOSTON, MASS. CAPITOL 7760

Free and Bonded Storage
Union Freight Railroad

A. W. A.

M. W. A.

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50 Terminal St. Boston (29) Mass.
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D. S. WOODBERRY CO.
P. O. BOX 57, NORTH POSTAL STATION, BOSTON
Largest Pool Car Distribution Specialists for New England
TRUCKING & STORAGE
BOSTON & MAINE R.R. SIDING

FALL RIVER, MASS.

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Gen. Offices: Fall River, Mass.
Gen. Merchandise Storage
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STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS
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600,000 Sq. Ft. FLOOR SPACE

MODERN BUILDINGS COMBINED
WITH A COMPLETE SERVICE FOR
THE STORAGE AND DISTRIBUTION
OF GENERAL MERCHANDISE.

STORAGE AND INDUSTRIAL SPACE
FOR RENT OR LEASE

Furniture Storage, Packing & Shipping

NEW BEDFORD STORAGE WAREHOUSE CO.
MAIN OFFICE — 152 FRONT STREET



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T. ROBERTS & SONS, INC.
Local and Long Distance Furniture Moving
Fireproof Storage Warehouses
Household Goods Storage — Packing — Shipping
Merchandise Storage and Distribution
Pool Car Distribution
DIRECT R.R. SIDING B. & A. R.R. OR ANY R.R.

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R. C. Reardon, Mgr.
HARTFORD DESPATCH
Hand WAREHOUSE CO., Inc.
214 BIRNIE AVENUE, SPRINGFIELD, MASS.
U. S. Bonded Warehouses . . . Pool Car Distribution . . .
Household and Merchandise facilities . . . Private Siding . . .
Our fleet covers Connecticut and Massachusetts daily.
Warehouses at Bridgeport and Hartford, Conn.
Members: NFWA—AWA—ACW—AVL Agents

SPRINGFIELD, MASS.

**Atlantic States Warehouse
and Cold Storage
Corporation**

385 LIBERTY ST.

General Merchandise and Household Goods Storage
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats
and Citrus Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and
B. & M. R. R.

Member { A. W. A.
M. W. A.

Daily Trucking Service to
suburbs and towns within
a radius of fifty miles.

F., it is not entirely completed until a much lower temperature is reached, perhaps minus 70 deg. F. in the case of fish. Zone of maximum crystal formation extends from 31 deg. down to 25 deg. F. for most flesh products. Below 25 deg. F. when most of the water remains unfrozen even at temperatures down to 5 deg. F. The more quickly the temperature of each cell passes through the zone of maximum ice formation, the smaller the crystals will be. With slow freezing, many of the crystals grow much larger than the size of individual cells, piercing and tearing the walls, generally disrupting the tissue, and compressing the more resistant fibers into tough layers or bundles. There is also a tendency for water to pass through cell walls into intercellular spaces, where it freezes, producing a kind of dehydration. Since time is a factor in this migration of water, the extent of dehydration is a direct function of freezing time or of temperature maintained in the freezing apparatus.

In sharp-freezing practice taking 12 to 48 hrs. in rooms maintained as low as minus 50 deg. F. with heat removed from surface principally by convection air currents, heat transfer is so slow that moisture in cells near the center begins to crystallize as soon as in those near the surface. This indicates that, for size carton tested, cells at the center take approximately 6 hrs. to pass through the zone of maximum crystal formation; this may allow crystals to reach as much as 1 in. length. In contrast, quick freezing can be accomplished in 25 min., or one-fourteenth the time. However, for complete hardening the two processes take 10 hrs. and 1.5 hr. respectively, a time ratio of 7:1.

Published reports of laboratory tests indicate that nutritive value of foods preserved by quick-freezing methods properly applied is not appreciably below that of same articles in original unfrozen state. Vitamin potency in particular appears to be unaffected. Bacterial count is almost invariably less than in unfrozen foods, because bulk handling in transit and marketing is eliminated and because of greatly decreased rate of propagation at temperatures maintained. Some experiments indicate considerable reduction in bacterial count (up to 90 per cent) may be attributed to freezing and subsequent low temperature storage. Palatability is more difficult to evaluate; it has been found to depend largely on procedure following in preparation as well as freezing, but which must be properly modified according to characteristics of specific varieties processed, especially in the case of fruits and certain vegetables.

Before describing the various quick-freezing processes now in use, it is necessary to give a brief summary of the four primary methods of quick-freezing:

1. Direct freezing by immersion:—by this method the fish, meat or other food product to be frozen is immersed directly in a sodium chloride brine which freezes at approximately 5.7 deg. F.

(Concluded on page 64)

DETROIT, MICH.

**Central Detroit Warehouse**

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

Michigan Terminal Warehouse
Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

Central Detroit Warehouse Co.

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Chicago, Ill.—53 W. Jackson Blvd.—Room 1010

DETROIT, MICH.

DETROIT HARBOR TERMINALS, INC.

"The finest bulk and package freight dock on the Great Lakes"

2000 FT. DOCK ON MAIN CHANNEL OF DETROIT RIVER

40,000 SQ. FT. IN MARINE TRANSIT SHEDS

10 ACRE YARD FOR BULK STORAGE

TRACK CAPACITY 150 CARS

COMPANY OWNED SWITCH ENGINE

6 CRANES

RECORDING TRACK SCALES

HOPPERS, MAGNETS, BUCKETS, SKIPS, SLINGS, FLATS
PLUS ALL TYPES OF TACKLE AND EQUIPMENT

WABASH, PENNSYLVANIA, PERE MARQUETTE R. R.'S
RECIPROCAL SWITCHING ALL OTHER LINES

ONLY DETROIT DOCK WITH COMPLETE WAREHOUSE
SERVICE—COLD AND GENERAL STORAGE

"The House of Personal Service"

4461 W. JEFFERSON AVE., DETROIT, MICH.

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Est. 1935 L. J. McMillan, Gen. Mgr.

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Located in the heart of Detroit's wholesale and jobbing districts. Private siding 8 car capacity on the Mich. Cent. R. R. U. S. Int. Revenue and Customs bonded pool car distribution. Motor Freight Terminal. Storage and office space for lease. Represented by Distribution Service, Inc.

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"The Warehouse of Service"

MERCHANDISE STORAGE—GENERAL TRUCKING
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Private Siding on
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"Your Interests Are Always Ours"

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DETROIT, MICHIGAN

DETROIT, MICH.

HEWSON WAREHOUSE CO., INC.

803 Lawndale Ave.

GENERAL MERCHANDISE STORAGE

Let us solve your warehouse problems in this section—
Specialized Personal Service—We own and operate our own
fleet of motor trucks—Distribution.

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Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

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Ultra-Modern
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Trunk Line
Terminal
Complete Service

Continent-wide Connections

For the convenience of shippers, this section is arranged geographically

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John F. Ivory Stge. Co., Inc.MOVING—PACKING—SHIPPING
STORAGE—PRIVATE SIDING

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DETROIT, MICH.

**JEFFERSON
TERMINAL WAREHOUSE**

Detroit 1900 E. Jefferson Ave. Michigan

**MERCHANDISE WAREHOUSING
and DISTRIBUTION**

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

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**LEONARD-DETROIT
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Established 50 Years

**STORAGE WAREHOUSES
ALL OVER DETROIT**Local and Long Distance Removals
Foreign and Domestic Shipping

Main Office

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Telephone Trinity 2-8222

DETROIT, MICH.

"Located Heart Jobbing District"

RIVERSIDE STORAGE & CARTAGE CO.

Cass and Congress Sts., Detroit, Mich.

54 Years' Satisfactory Service

**HOUSEHOLD GOODS AND MERCHANDISE STORAGE
MOVING—PACKING—SHIPPING
PERSONAL SERVICE GUARANTEED**

Members A. W. A.—N. F. W. A.

DETROIT, MICH.

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Wolverine Storage Company, Inc.

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STORAGE AND MOVING, PACKING AND SHIPPING

Agent for Allied Van Lines, Inc.

**ATTENTION
SHIPPERS**

Often goods are damaged in transit. The warehouse carefully checks each incoming lot and includes carrier's inspection report with receipt for claim purposes. The goods always reach the customer in good condition.

DETROIT, MICH.

Completely Servicing
**GREATER
DETROIT**
United States Warehouse Company
1448 WABASH AVE.
United States Cold Storage Corp.
Chicago -- Dallas -- Detroit -- Kansas City.

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A COMPLETE WAREHOUSING AND
DISTRIBUTING SERVICE**COLUMBIAN STORAGE & TRANSFER CO.**Approximately 75% of All Commercial Storage
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NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
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"In Union there is Service"

UNION TRUCK AND STORAGE CO.

Established 1860

516-522 No. Jackson St.

Jackson, Mich.

Merchandise Storage. Private Siding. Located on N. Y. C. R.R. Tracks.
Completely Sprinklered. Low Insurance Rates. Pool Car Distribution.
Covered Truck Docks.

Agents Allied Van Lines, Inc.

LANSING, MICH.

"Center of Michigan"

FIREPROOF STORAGE CO.

SERVICE—SAFETY—SATISFACTION—GUARANTEED

**MOVE—PACK—CRATE—TRANSFER
FIREPROOF WAREHOUSE—PRIVATE SIDING**

Merchandise Storage—Pool Car Distribution

Member of A. W. A.

LANSING, MICH.

LANSING STORAGE COMPANYThe only modern fireproof warehouse in
Lansing exclusively for household storage.**RUG—TRUNK—SILVER VAULTS**

WE KNOW HOW

440 No. Washington Ave.

(Member of Allied Van Lines, Inc.)



Handling Equipment Saves Cost of New Building

(Concluded from page 15)

into this warehouse, which were, freight cars, street trucks, and yard trailers. It was found that most of the materials should be handled either as individual units, or in group lots.

After considering various types of handling equipment, it was decided that the installation of a power fork truck for handling and the use of the fork truck pallet system for storing would bring about quicker handling, better storage methods, would permit the stacking of materials as high as 12 ft. from the floor, with the maximum safety. This method of storage also showed an anticipated 25 per cent gain in the storage capacity in the building, which increased, if attained, would make it unnecessary to construct additional building.

The survey showed that about \$2,500 a year would be the anticipated possible savings, plus the savings that would be made by not building new structures, but it would require an investment of about \$5,500 for the necessary mechanical equipment and pallets to put this handling system into operation. The whole report was presented to the superintendent in charge of the department, and was approved and then submitted to the plant engineer for his approval, and the necessary appropriation obtained for the purchase of the equipment.

As soon as the project was approved, work was immediately started in the laying out of new aisles, re-allocation of space, inventory of materials was taken, the wooden pallets were designed and built so as to take care of each type of wire spool, some standing on the flanges, and some lying on their sides.

As soon as the new power lift truck shown in Fig. No. 7 was received, everything was ready to put the new methods in operation. As each stock item was moved, it was placed on its particular pallet, and a physical inventory was taken of the material. By doing this a complete physical inventory check-up was made, and records were checked against materials, thus making an additional savings, which was not figured in the original plan.

The power fork truck is able to pick up loads of 4,000 lbs. and one man is able to transport materials from the freight car or truck into the warehouse, and stack it to the 12-ft. height. The same man is able, with the power fork truck, to carry a pallet load of material from the warehouse to any of the manufacturing departments requiring this material.

The results and the appearance of this warehouse are clearly shown in Figures No. 2, No. 4 and No. 6, and it is obvious that better methods prevail, space is utilized to advantage, safety is increased, and all material is more accessible.

The use of this system of storage made it necessary to also change some methods in the production departments using the material, and in these departments, the work did not require a large power-driven fork truck, so suitable hand lift pallet trucks were obtained, and placed in the manufacturing department, and used on floors where the floor load capacity prohibited the use of a power fork truck.

It was quickly found, when the new equipment was installed that all anticipated advantages were obtained, and in addition, many unexpected savings were developed, and the re-arranged warehouse is able to take care of all of the storage requirements, and at the same time provide wider aisle space, lighter working conditions, permit the quick release of freight cars, thereby reducing demurrage charges, permit quicker unloading of street trucks, and the quicker filling of requisitions calling for material from storage to manufacturing departments.

SAGINAW, MICH.

BRANCH HOUSE SERVICE

... AT WAREHOUSE COST

● It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.

● Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.

● Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

CENTRAL-WAREHOUSE CO.

1840 No. Michigan Avenue
SAGINAW, MICHIGAN

MANKATO, MINN.

BEN DEIKE

Transfer and Storage

We Guarantee Safety, Security and Satisfaction

General office, 417-419 Poplar St.

Merchandise and Household Goods — Bonded Warehouses
Long Distance Truck Service—Your Goods Insured in Transit

MINNEAPOLIS, MINN.

ANCHOR WAREHOUSE, Inc.

BONDED - FIREPROOF WAREHOUSE

Exceptional Facilities—Modern Offices
Efficient Service, Free Switching from All Railroads
Ideally located in the heart of the Wholesale and Shipping District
Offering a complete Warehousing and Distribution Service
Inquiries Solicited
730-740-750 Washington Ave., North

MINNEAPOLIS, MINN.

KEDNEY

WAREHOUSE COMPANY

Complete Distribution Service

MINNEAPOLIS

617 Washington Ave., N.

Operating 200,000 square feet of modern, low insurance rate space. Protected by A.D.T. fire alarm system. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.



ST. PAUL

8th & Johns St.

Operating 150,000 square feet of modern reinforced concrete space, with sprinkler protection. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.

ST. PAUL, MINN.

For the convenience of shippers, this section is arranged geographically

MINNEAPOLIS, MINN.

ST. PAUL, MINN.



Outstanding in the Northwest

With splendid warehouse buildings, in key locations, equipped to be used either singly or in combination, a trained, alert personnel and executive staff have built up for this organization a reputation for outstanding service that is known from coast to coast.

Three locations in the Twin Cities. One virtually on the boundary line between Minneapolis and St. Paul, and one in the very heart of each city, enable us to offer "triple service" in this thriving and important market.

"Triple Service" is more than three strategic locations, however. Let us tell you more about it. Your inquiry is cordially invited.

ST. PAUL TERMINAL WAREHOUSE COMPANY
425 East 8th Street, St. Paul (Downtown Jobbing District)

MIDWAY TERMINAL WAREHOUSE COMPANY
2295 University Avenue, St. Paul (Minnesota Transfer Industrial District)

MINNEAPOLIS TERMINAL WAREHOUSE CO.
618 Washington Avenue N., Minneapolis (Downtown Jobbing District)

Members: American Warehousemen's Assn. Represented by: Associated Warehouses, Inc., New York and Chicago

MINNEAPOLIS, MINN.

"Lowest Insurance Rate in Minneapolis"

1904

1938

Minneapolis
Van & Warehouse Co.

Pool cars solicited.
No cartage charge
to carriers.

Complete Storage and Distribution Service
Located in the Center of the City

Office and Lease Space

Member: Minn. Whse.
Assn., NFWA-AVL.

MINNEAPOLIS, MINN.

Complete Facilities

- To serve Minneapolis and St. Paul. Only a short distance from the metropolitan section of each city.
- Here is a merchandise warehouse that is U. S. Custom and State Bonded . . . Sprinklered throughout . . . Private railroad siding . . . Store door delivery . . .
- Pool cars distributed . . . Complete motor equipment, including: 15 trucks, 16 tractors and 35 semi-trailers . . .

NORTHWESTERN TERMINAL CO.
600 Stinson Blvd. Minneapolis

Member: MINNEAPOLIS N. W. A.

MINNEAPOLIS, MINN.

MERCHANDISE STORAGE

For Distribution Throughout the Entire Northwest
200,000 Square Feet—Free Switching—Centrally Located
—Bonded—Fireproof—Milwaukee, Minneapolis, and St. Louis Trackage

100 trucks available for pick up and delivery service.

UNITED WAREHOUSES, INC.

708 South Third St.

Minneapolis, Minn.

**ATTENTION
SHIPPERS**

In the event of fires or strikes at home, stocks in warehouses close to the market make it possible to serve customers without interruption.

Quick Freezing Growth

(Concluded from page 60)

2. Indirect immersion or spraying:—this method is often known as the "can method," because the materials to be frozen are placed in an open can and either sprayed with or immersed in calcium chloride brine which freezes at about 54 deg. F. By another method called the "fog system," the products to be frozen are placed on conveyors which enter a tunnel in which an atomized spray of chilled chloride brine is allowed to cover the product completely.

3. The single-plate system:—in this method the substance to be frozen is placed on the surface of a metal plate, the underside of which is in contact with calcium chloride brine, either by spraying or direct contact.

4. This method which may be defined as "freezing between two metal surfaces under pressure." In one apparatus employing this system the packages of product to be frozen are placed on a flexible belt which is run into the freezing tunnel. At the entrance to the freezing tunnel the overhead belt meets the upper surface of the product to be frozen. The refrigerant used in this system is calcium chloride brine.

Peeters To Add 2 Stories

Expanded capacity to the extent of 20,000 sq. ft. is planned by Peeters & Sons Van and Storage Service, San Francisco, according to Joseph E. Peeters, who says that early next spring his organization will start building two more stories to the present Peeters structure. This will be a fireproof, class A construction job throughout. Increasing business has made it necessary to add the additional space and accommodation, Mr. Peeters says.

MINNEAPOLIS



LARGEST in the NORTHWEST

*Play Safe,
Seek "SECURITY"*

SECURITY is the oldest and best known in Minneapolis, yet is proud of its alert flexibility that can adjust instantly to a client's needs. SECURITY is the largest in Minneapolis, yet is just as painstaking with an LCL as with a 20 car shipment. Naturally, you'll find here every physical service you require, plus an honest desire to do more than is expected of us.

Perform all services of a local branch.
Alert, trained personnel.
Complete facilities for small factories or assembling plants.
20 buildings, over 1,000,000 Square Feet.
More than 100 motor trucks.
Consign via any R.R.

SECURITY WAREHOUSE CO.
334 NORTH FIRST ST MINNEAPOLIS MINN



ST. PAUL, MINN.

CENTRAL

♦ ♦ ♦ MEANS IN THE HEART OF THINGS



Represented by
DISTRIBUTION
SERVICE, INC.
219 E. N. Water St.
CHICAGO
Phone: Superior 7180
100 Broad St.
NEW YORK CITY
Phone:
Bowling Green 9-0956
625 Third St.
SAN FRANCISCO
Phone: Sutter 3461



That's just what our name means to our scores of nationally known customers.

Twelve minutes is the actual trucking time from our warehouses to the heart of two thriving cities. The perfect spot from which the Twin Cities and the great Northwest can be served from one stock with utmost speed and economy.

An ideal location for your midwestern branch office—where you can enjoy complete facilities and service without investment. A.D.T. watchman supervision—sixteen buildings for storage or rental of all kinds. One large building is devoted to cold storage exclusively.

Direct connections with nine railroads entering the Twin Cities. Extensive trackage and free switching.

No drayage charges on rail shipments. No telephone tolls from either city. Pool cars distributed. Local truck delivery. Negotiable receipts. State bond \$50,000.

CENTRAL WAREHOUSE COMPANY
739 Pillsbury Avenue St. Paul, Minnesota
Phone: Nestor 2831

ROCHESTER, MINN.

903 6th St., N. W.

Phone 5396

CAREY TRANSFER & STORAGE

Bonded Warehousemen
Complete Warehouse Facilities for Storage & Distribution
MERCHANDISE
Experienced Organization and Equipment for
MOVING, PACKING AND STORING
HOUSEHOLD GOODS
Modern Buildings. Private Siding OGWR Co.
MOTOR TRUCK SERVICE
Assoc. Minn. N.W.A.—Mayflower Warehousemen's Assn.

WINONA, MINN.



Hodgins Transfer & Storage Co.

Bonded

Merchandise & Household Goods Pool Car Distribution. Sales Representation. Private Siding. Motor Freight Service to LaCrosse, Wis. & Connections with Twin Cities & Chicago.

Office 120 W. 2nd St.

JACKSON, MISS.



RICKS STORAGE CO.

BONDED WAREHOUSEMEN

Complete Warehouse Facilities for Storage and Distribution
MERCHANDISE
Experienced Organization and Equipment for
MOVING, PACKING AND STORING
HOUSEHOLD GOODS
Modern Buildings, Sprinklered, Private Siding ICRR Co.,
Low Insurance Rate
MOTOR TRUCK SERVICE

VICKSBURG, MISS.

Z. B. Schwarz & Company

THE WAREHOUSE WITH A BONDED REPUTATION FOR
QUALITY SERVICE

Centrally Located to Serve Louisiana, Arkansas and Mississippi
MODERN, SPRINKLERED BUILDING, MOTOR FREIGHT DEPOT. PRIVATE
SIDINGS I.C.R.R.
Let us refer you to some of the Nationally Known Manufacturers whom
we have served for a number of years.
Our Location on the Mississippi River Gives You Advantages of Low Water Rates.
MAXIMUM SERVICE AT MINIMUM COST.

JEFFERSON CITY, MO.

Transportation—Warehousing

COLE MOTOR SERVICE, Inc.

Central Missouri's only Fireproof Warehouse

Moving - Packing - Crating - Storage

Daily freight service to 100 Central Missouri towns South of the Missouri River.
Member of N.F.W.A.—Mo.W.A.—A.V.L.—A.T.A.

JOPLIN, MO.

SUNFLOWER LINES, INC.

Successors to Tennies Transfer & Storage Co.

1027-41 Virginia Ave.

Joplin, Mo.

Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates

PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

In Kansas City

it's the A-B-C FIREPROOF WAREHOUSE CO.

Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

Three Fireproof
Constructed Warehouses

Agents
Allied Van Lines, Inc.

KANSAS CITY, MO.

Merchandise Storage - Low
Insurance Rates - Pool Car
Distribution - Freight Forwarders
and Distributors
via rail or daily motor service
to entire Southwest.

MEMBER OF
American-Chinese Warehouse
American Warehousemen's
Association - Traffic Club
Chamber of Commerce

ADAMS
TRANSFER & STORAGE CO.
"Surrounded by the Wholesale District"
ADAMS
TRUCK
TERMINALS
228-236
West Fourth St.

KANSAS CITY, MO.

50TH YEAR

CENTRAL STORAGE CO.

Efficient, Complete Merchandise Warehousing Service

Office—1422 ST. LOUIS AVE.

(West 10th Street)

In Center of Wholesale and Freight House District

KANSAS CITY, MO.

Financing

CROOKS TERMINAL WAREHOUSES

"Kansas City's Finest Warehouses"

LOWEST INSURANCE RATES

BEST RAILROAD FACILITIES

IN THE HEART OF THE FREIGHT

HOUSE AND WHOLESALE DISTRICT

Operating
Brokers' Warehouse, Security Warehouse, Terminal Warehouse

KANSAS CITY, MO.

MERCHANDISE WAREHOUSES, Inc.

933 Mulberry St.



Operating 240,000 sq. ft. fireproof sprinkler equipped space; 14-car sidings; low insurance rate; dockage for 30 trucks; free switching, free pickup and delivery to and from freight houses; local, regional and storage-in-transit service; space and offices for rent. Field Warehousing.

KANSAS CITY, MO.

Member—A.W.A.-N.F.W.A.

W. E. Murray Transfer & Storage Co.

Pool car distribution - Financing of Stocks

Modern Fireproof buildings on switch track

Shipments forwarded without drayage charge

Kansas City's most advantageous warehouse locations

Main Office: 2019 Grand Avenue See listing for details

Agent, Allied Van Lines, Inc.

KANSAS CITY, MO.

Established 1903

**THE ONLY WAY
TRANSFER &
WAREHOUSE CO.**

1400-10 St. Louis Ave.

Two Merchandise Warehouses — Cartage

**POOL CAR
DISTRIBUTION**

Our Specialty

KANSAS CITY, MO.

UNITED WAREHOUSE CO.
Merchandise Warehouses
at
TWO BIG
MARKETS
WICHITA, KANSAS ← → KANSAS CITY, MO.

KANSAS CITY, MO.

WALNUT STORAGERIGHT IN THE MIDST OF BUSINESS
EVERYTHING YOU NEED IN KANSAS CITY
Building—Location—Trackage—Service—
Organization

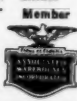
2020 Walnut St.

Kansas City, Mo.

ST. LOUIS, MO.

**RUTGER STREET
WAREHOUSE, INC.**

MAIN & RUTGER STS.

200,000 Sq. Feet of Service
BONDED Low InsuranceMerchandise Storage and
Pool Car Distribution.Track Connections with All
Rail and River Lines.Offices:
New York
REctor 2-2345
Chicago
Franklin 6263

COMPACT

● A one-word description of our modern warehousing facilities—large enough to meet the requirements of any shipper, yet so compactly organized that all the usual annoying details of wide-spread organizations are eliminated.

Even the city is compact, when viewed from our location—all the important business districts can be reached in 15 minutes. We operate a twice-daily distribution service to these districts with our own fleet of motor trucks.

Consign cars to yourselves in our care via any railroad entering the city. Terminal Railroad Association delivery: Reciprocal Switching.

S. N. LONG WAREHOUSE
ST. LOUIS, MO.

USE
LONG SERVICE
from shipper
to market

40th
STATE

**COMPACT
COMPLETE
COMPETENT**

ST. LOUIS, MO.

Most modern warehouse set-up in St. Louis

Lowest Insurance Rates

Twenty-five acres of space

Consolidated freight depot in our building, serving all 15 eastern, western, southwestern trunk lines.

Covered railroad docks, capacity 100 cars daily.

Spacious truck docks facing wide streets to speed up service locally and beyond.

State and U. S. Custom bonded.

Twenty floors office space in connection.

Our prices comparable with other warehouses in this territory.

Storage available on lease or tariff basis.

ST. LOUIS MART INC.

Warehouse Division.

12th Blvd. at Spruce St.

St. Louis, Mo.

ST. LOUIS, MO.

"SERVICE THAT EXCELS"

Six warehouses in metropolitan St. Louis for your distribution.

Our facilities include a warehouse in East St. Louis, Illinois, ideal for serving the large territory on the East Side.

Dock facilities at Warehouse No. 6, located on Mississippi River—Exclusive with us in St. Louis.

Liquor Storage—U. S. Internal Revenue Bonded Warehouse No. 1, U. S. Customs Bonded and Tax Paid Space under same roof.

Complete Distribution Service—Low Insurance Rates.

Your inquiries will be given prompt attention.

ST. LOUIS TERMINAL WAREHOUSE CO.
826 Clark Avenue St. Louis, Mo.

Science Goes to Sea

(Continued from page 17)

Once these terminal duties have been done, it becomes the carrier's duty to place his cargo aboard ship, safely and with precision, and it is in the design and use of his various loading apparatus that the modern carrier's efficiency comes more fully into play. He is called upon daily to handle all types, kinds and sizes of commodities, and he has designed his gear accordingly.

Is your shipment packed in small cardboard cartons, easily crushed or split? The cartons will be stacked on a wooden platform sling that may be built to tilt the cartons slightly inward, preventing any tendency they might have to slide. An "angle iron" will be stretched across either end of the top of the load, preventing the wires that lead from the platform to the boom above from squeezing the cartons, and up, over and inboard comes the load, untouched and untouchable.

Have you tubes of linoleum, rolls of carpet, rubber or other fabric to ship? It will come aboard in wide, supple, canvas belts, with no wires to scratch the tubes, no rope nor chains to chafe them.

Automobiles will come aboard in a specially designed, wide-spreading rope-rubber-and-canvas sling, that will cushion them against jarring, protect them from scratching or rubbing. Special long-armed hooks will hoist diameter pipe aboard, ends plugged against the possibility of spoiling the pipe's threads.

New doors, window sashes, and other commodities with soillable surfaces will be handled, literally, with gloves, in this case canvas gloves; hatch tents and load covers go up at the first sign of rain—and the list of precautions taken to assure the cargo of safe, undamaged transfer from shore to ship, and vice versa, is a lengthy, ingenious and effective record of the carrier's duty to his cargo.

Briefly mentioned before was the art of stowing a ship. The expression is no passing flight of fancy. A modern ocean going freighter of average size will load upwards of 500 carloads of general merchandise.

It is all stowed according to a definite and detailed plan, indicating exactly where each unit of cargo is to go, and how it is to go there. That later enables the carrier to tell a shipper just when his consignment will be discharged, virtually to the hour.

Some of those 500 carloads, as previously indicated, will be stowed with an eye toward the advantages of temperature and atmospheric conditions, but all must be stowed with respect to the operation and stability of the ship.

Cargoes, once aboard, are braced, blocked and cradled against the action of whatever wind or waves a ship may later encounter. A liberal use of heavy shoring timbers and lighter dunnage, scientifically placed, secures cargo against subsequent shift and strain, allows for proper ventilation, and checks damage before its possibility even becomes apparent.

The carrier's duty, however, is not ended until the cargo is delivered to the consignee in perfect shape. A reliable carrier will neither conceal nor attempt to conceal damage, for he is ready and willing to assume whatever liability is his, and once assumed, his duty to cargo requires the prompt payment of the claim involved.

Meanwhile the alert ocean carrier continually seeks to improve and refine his technique. The meteorological data of his routes are constantly studied in behalf of that cargo subject to climatic change. Experiments go forward with new loading gear. New methods are recommended to shippers for packaging goods.

If you will stop a moment to think about it, you will agree that the careful handling of your shipment, as a result of this concept of "duty to cargo" doesn't, so to speak, just happen. It is the result of experience and painstaking attention to detail, developed since

SEDALIA, MO.

FRANK MIDDLETON, Owner & Mgr.

Middleton Storage and Moving Co.

Lamine St. and Mo. Pacific Tracks

Commercial and Household Goods Storage

Pool Car Distribution. Private Lockers

Member of Mo.W.A.

MISSOULA, MONT.

Distribution Center for Western Montana

REELY'S

General Storage

and

Freight Terminal



MEMBER OF
A.W.A.
N.F.W.A.

MONT. T. & S. A.
O.M.F.G. LISTING



Distribution Specialists for 35 Years

HASTINGS, NEBR.



1876

1938

Borley Storage & Transfer Co., Inc.

Pool Car Distribution

FIREPROOF BONDED
FREIGHT TRUCK CONNECTION TO ALL
OF THE CENTRAL PART OF THE STATE

LINCOLN, NEBR.

100,000 Sq. Feet
Lincoln, Nebraska
301 N. 8th Street

35,000 Sq. Feet
Grand Island, Nebraska
311 W. 4th Street

SULLIVANS

1889 49 Years of Continuous Service 1938

Merchandise and Household Storage—Pool Car Distribution
General Cartage—Trucking—Assembling

We operate Thirty Trucks and have connections to all points in the State.

Our buildings are clean, both Fire and Non-Fireproof, located on the lines of the C. B. & Q.—Mo. Pacific and Union Pacific with all other lines entering either city, absorbing switching.

We are Bonded by the State—Our Rates are reasonable. We solicit your business and guarantee satisfaction. Investigation invited.

SULLIVANS

Transfer & Storage Co. Grand Island Storage Co.
Lincoln, Nebr. Grand Island, Nebr.



LINCOLN, NEBR.

UNION TERMINAL WAREHOUSE

Concrete fireproof construction. 215,000 sq. ft. storage; 2000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

COMPLETE WAREHOUSING SERVICE

Represented by the American Chain of Warehouses,
New York City and Chicago, Ill.
Member of A. W. A.

OMAHA, NEB.

R. J. MAYER, President



CENTRAL STORAGE & VAN CO.

MAIN OFFICE 1101-13 JACKSON ST.

COMPLETE WAREHOUSING SERVICE

FIREPROOF WAREHOUSE TRACKAGE MOTOR TRUCKS

OMAHA, NEBR.

Member of N.F.W.A.—A.W.A.

FORD BROS

Van & Storage Co.

For the convenience of shippers, this section is arranged geographically

OMAHA, NEB.

GORDON

Storage
Warehouses, Inc.

Merchandise and Household Goods

Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

Main Office, 219 N. 11th St.

Member: A.W.A.—N.F.W.A.

Agents for Allied Van Lines, Inc.

OMAHA, NEB.

Member: American Chain of Warehouses, Inc.

KNOWLES STORAGE CO.

901-911 Davenport St.

MERCHANDISE — HOUSEHOLD GOODS

Complete Warehousing and Distribution Service.

Fireproof Building . . . Trackage . . . Motor Trucks

MANCHESTER, N. H.

Make Our Warehouse Your Branch Office for
Complete Service in New Hampshire

NASHUA, N. H.

McLANE & TAYLOR

CONCORD, N. H.

Bonded Storage Warehouses

Offices 624 Willow St.

General Merchandise Storage & Distribution, Household Goods, Storage, Cold Storage, Unexcelled Facilities.

Pool Car Distribution

Direct R. R. Siding, Boston & Maine R. R.

HACKENSACK, N. J.

RUTHERFORD, N. J.

GEO. B. HOLMAN & CO., Inc.

STORAGE SHIPPING PACKING
HOUSEHOLD GOODS

Most Modern Equipment in North Jersey
Motor Vans for Local and Long Distance Moving
Operating Holman Warehouses

Members N. J. F. W. A. and N. F. W. A.

Agent: Allied Van Lines, Inc.

HOBOKEN, N. J.

HOBOKEN DOCK CO.

General Offices: No. 1 Newark St.

General Merchandise Storage and Distribution

Piers—Railroad Sidings—Factory Space

Correspondence Invited

JERSEY CITY, N. J.

RYAN STORAGE CO.

650 Montgomery St.

PACKING MOVING STORAGE
HOUSEHOLD GOODS

SERVING

Jersey City Bayonne Hoboken Union City West New York North Bergen
SYDNEY F. RYAN, PRES. & MGR.

**ATTENTION
SHIPPERS**

Sometimes storage space is scarce at the plant, and stocks can be scattered at strategic spots throughout the country. Often this is cheaper than building or using valuable factory space.

NEWARK, N. J.

MEMBER: N.J.F.W.A. and N.F.W.A.

PACKING!

MOVING!

STORAGE!

dependable since 1860

KNICKERBOCKER

STORAGE WAREHOUSE COMPANY

96 to 106 ARLINGTON STREET

74 to 76 SHIPMAN STREET

Wm. R. Mulligan, Pres.

James E. Mulligan, Sec'y and Mgr.

NEWARK, N. J.

Lehigh Warehouse & Transportation Co., Inc.

ALBERT B. DRAKE, President

Established 1919

Main Office

Branch Office

98-108 Frelinghuysen Ave.

829 Newark Avenue

Newark, New Jersey

Elizabeth, New Jersey

Bigelow 3-7200

Elizabeth 3-5198

FACILITIES

NEWARK—250,000 sq. ft. Fireproof reinforced concrete and steel const. Floor load, 250 lbs. Sprinkler sys.; A.D.T.; Watchman, Ins. rate, 6¢ up to 10¢. Siding on Lehigh Valley; and switching to and from Penn. R.R. Cap., 10 cars. Sheltered motor plat.; Cap., 20 trucks.

ELIZABETH—1,000,000 sq. ft. Fireproof, reinforced concrete const. Floor load, 250 lbs. Sprinkler sys.; local alarm sys.; Watchman, Ins. rate, 6¢ up to 10¢. Siding on Penn. R.R. Cap., 20 cars. Sheltered motor plat.; Cap., 20 trucks.

SERVICE FEATURES—Bonded; Licensed, U.S. Wha. Act; U.S. Int. Rev.; U.S. Cust.; State. All employees bonded. Pool car distributors.

Motor terminal and transport service: Company operated fleet of motor trucks serving the Metropolitan area with a regular delivery service; Licensed and bonded trucks maintained to transport liquor and imported merchandise. Special trucks and crews for delivery and installation of electric refrigerators, washing machines, etc.

ASSOCIATIONS—A.W.A. (Mds.); Whamm's Assn. Port of N. Y.; N. J. Whamm's Assn.; Chamber of Commerce; N. Y. Traffic Club; Newark Traffic Club; N. J. Motor Truck Assn.

the days when men first went down to the sea in ships.

In all truth, science does go to sea with your cargoes today, a science, like all others, that expands and improves with the march of time.

Rider Trucking, Miami, Erects New Warehouse

The Rider Trucking Co., N. E. Seventh St., Miami, Fla., is erecting a new merchandise warehouse, anticipating increased business this season. The structure will be two stories high, of concrete blocks and stucco finish. The foundation will permit of adding at least two additional stories as business warrants new construction. The building will cost approximately \$15,000.

MayWa Opens Direct Sales Office in Philadelphia

Opening of a sales office for Mayflower service in Philadelphia has been completed, with H. E. Herman, formerly of the New York office, in charge. The new office is located at 2510 Philadelphia Savings Fund Bldg., 12 So. 12th St.

MayWa Group Accident Insurance Plan

Group accident and health insurance is to be offered to all Mayflower employees under a plan submitted by the Prudential Insurance Co. and approved by the MayWa association. To put the plan into operation, a minimum of 280 employees must participate. The association will pay 30 per cent of the premiums, enabling the insured to obtain this coverage at very low cost, ranging from \$1.18 to \$1.53 per month, according to the earning capacity of either under or over \$25 per week.

Larkin Forms Subsidiary for Warehouse Business

The Larkin Co., Inc., Buffalo, N. Y., wholesale and retail grocery and housefurnishings concern has formed a new wholly-owned subsidiary to operate its warehouse business. The new company is the Larkin Warehouse, Inc., capitalized at \$300,000, and has the same officers and directors as the parent concern.

NEWARK, N. J.

Newark Central Warehouse Co.

General Offices:

110 Edison Place, Newark, N. J.

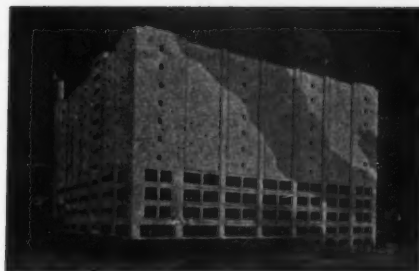
In the heart of Newark—serving New Jersey and the entire Metropolitan Area. Sprinklered—low insurance rates. Central R.R. of N. J. 30 car siding. 25 motor truck delivery platform. Motor Freight Terminal. Merchandise automobile storage—branch office facilities.

POOL CAR DISTRIBUTION

Member of N.J.M.W.A.

Represented by  **ALLIED DISTRIBUTION INC.**
NEW YORK CHICAGO
11 WEST 42ND ST. PENN. 6-0958 1525 NEWBERRY AVE., MON. 3531

ALBANY, N. Y.


Central Warehouse Corporation
 Colonie and Montgomery Sts.

 Albany, N. Y.
 Telephone 3-4101

General Merchandise—Cooler and sharp freezer Cold Storage; also U. S. Custom Bonded space available. Office and storage space for lease. Fireproof construction with very low insurance rate. Storage in Transit privileges. All classes of modern warehouse and distribution service rendered.

COLD STORAGE — DRY STORAGE
DISTRIBUTION

PLAINFIELD, N. J.

**SISSER BROS., INC.****FIREPROOF STORAGE WAREHOUSES**

OFFICES: 12-16 GROVE STREET

 Semerville, N. J. New Brunswick, N. J. New York City
 128-136 E. Main St. 25 Livingston Ave. 80 Day St.

Members: N.J.F.W.A. and N.F.W.A.

New Jersey's Largest Moving and Distribution Specialists

TRENTON, N. J.


MANNING'S WAREHOUSE
CORPORATION
FIREPROOF STORAGE

Offices: 28 Bank St.

 Household Goods Storage, Packing and Shipping,
 General Merchandise Storage and Distribution, Pool
 Cars Distributed

Ship via Pa. R.R. or Reading R.R.

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Center of Business District

Berger Terminal and
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Complete Storage and Distribution Service

Private Siding ATSF

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SPRINGER TRANSFER COMPANY, INC.
ALBUQUERQUE

Operating the Only Fireproof Storage Warehouse in New Mexico

Complete and efficient service in distribution, delivery or storage of general merchandise or furniture.

Member of N.F.W.A.—A.W.A.

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Main office: 1 Dean Street

Storage for every need. Pool cars a specialty. Available storage space for rent if desired. Direct track connections with all railroads running into Albany.

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 American Chain of Warehouses
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JOHN VOGEL Inc.
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OFFICES, 11 PRUYN ST.

 HOUSEHOLD GOODS - STORAGE AND SHIPPING.
 FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL KINDS
 POOL CAR DISTRIBUTION OF MERCHANDISE
 YOUR ALBANY SHIPMENTS CAREFULLY HANDLED
 Collections promptly remitted

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 9 Park Place and 100 Pondfield Road
 Established 1926

 Fireproof Warehouse 50,000 Sq. Ft.
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BROOKLYN'S LARGEST LONG DISTANCE MOVER

ANDERSON VAN SERVICE INC.

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Service includes Brooklyn, New York City and All Long Island.

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We specialize in shipments from correspondents, collections handled. Our strictly fireproof building is ideally equipped for storage of household goods and valuables.

We pack goods for shipment, and have a fleet of vans for prompt deliveries.

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Within the Lighterage Limits of New York Harbor

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STEAMSHIP PIERS

Fronting on East River,

Foot of Greenpoint Ave., Milton, Noble and Oak Sts.

Lowest storage, cartage, labor, lighterage and wharfage charges. Grading, sorting, boxing. Pool cars distributed. Consign via any Railroad entering New York City.

Let Us Quote You Attractive Rates

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MILTON AND WEST STREETS, BROOKLYN, NEW YORK

BROOKLYN, N. Y.

Established 1860



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Fireproof Warehouses

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"First Moving Vans in America"

Modern Depository for the Storage of Household Goods

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(Agents for Allied Van Lines, Inc.)

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Household Goods—General Merchandise—Regular Trips—Buffalo and New York City

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MERCHANDISE STORAGE
PRIVATE SIDING

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Specializes in handling pool cars. Lowest insurance rates. Stores autos and No cartage on railroad shipments. general merchandise

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TERMINALS

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LEONARD
WAREHOUSES

Offices, 163 Georgia Street

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\$10 or \$1,000

Regardless of the amount of your account you are assured of complete satisfaction at

THE MARKET TERMINAL WAREHOUSE

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GENERAL MERCHANDISE—COLD STORAGE
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96 Car Track
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1500 Feet Private
DockFinancing—
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275 FUHRMANN BLVD. BUFFALO, N. Y.

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A. C. RICE STORAGE CORP.

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MERCHANDISE—HOUSEHOLD GOODS

Pool Cars—Truck and Van Service

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Offices 135-24-26-28 39th Avenue, Flushing, N. Y.

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Moving, Packing, Storing and Shipping of Household Goods. 10 blocks from the World's Fair Corona Freight Station, serving Jackson Heights, Elmhurst, Corona, Whitestone, College Point, Bayside, Douglaston.

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FOREST HILLS, L. I., N. Y.



Forest Hills Fireproof Storage

Austin St. and Herriek Ave.

Storage and Shipping of Household Goods Exclusively

Serving Forest Hills, Elmhurst, Kew Gardens, Richmond Hill, Jackson Heights.

Packing for Oversea Shipment

(Concluded from page 21)

wrapped, or covering should be used to protect from rubbing or marring. While the van is in process of being loaded there are a number of small articles that can be loaded inside of pieces of furniture, and between legs of chairs and under tables, using all available space. Load each piece lengthwise with the van, so that the strain is distributed along the greatest length of each piece. Do not load furniture on legs, unless they are unusually strong.

Load mirrors on edge or end that is solid, beds on sides or ends, chairs lengthwise with van, sofa load on back or face, buffet on end, or if legs are sturdy and secure, on legs. Sideboards with long, slender legs should be loaded upside down in the upper part of the van. To save space in the vans, pack inexpensive kitchenware, small pictures, or bundles, in cartons. When packed in small parcels they can be worked in between pieces and fitted in. Load tightly as possible, bearing in mind that the vibration in travel by rail and/or vessel may cause padding to wear through and furniture to become rubbed and marred, if there is movement in the load.

If rollers are used in handling the van: Always use rollers that reach across the width of the bottom of van, because when using shorter rollers there is too much strain on one side of the bottom. Using long rollers the weight is distributed equally. Also when loading vans on to cars or trucks do not push against doors if the van is metal, because the doors may bend. Always push, if necessary, bottom beam of van.

When shipping a van by railroad, it should be blocked on car very securely, so it cannot move in transit. When by vessel, ask the steamship agent to have vans loaded lengthwise with vessel, between decks, and no heavy cargo stowed on top of van.

List goods in each van separately. Lock and seal van, recording seal number on van list, and bill of lading; also state on bill of lading "Lock Attached." If blankets or quilts are used, keep tally and record on van list.

If goods are suspected of being infested with insects of any kind (clothes moths, carpet beetles, etc.) an effective fumigation can be accomplished when the Security steel vans are used, by distributing amongst the goods, as the van is loaded, paradichlorobenzene flakes. Use 10 or 12 lbs. for the large van, 6 or 8 lbs. for the small van. The paradichlorobenzene flakes are more expensive, but better as they evaporate more rapidly, and the odor disappears soon after the goods are unloaded and aired. The gas created by the evaporation of the flakes is heavier than air, so place the flakes at the top.

The cost of shipping household goods is made up of the cost of packing, of transportation, and of insurance. The cost of packing may readily be found by getting estimates. But the cost of transportation is not easily ascertainable, unless there are contractors at hand who can give a guaranteed estimate of the maximum cubic bulk, and/or weight, after the goods are packed. Ocean freight on household goods is charged by bulk, rail freight by weight. If responsible contractors will quote total cost of packing and transportation to destination, or will quote total cost of packing and delivery to carrier, and a guaranteed maximum measurement and weight after packing, then a comparison of relative costs between "lift" van or boxed method of shipment, or between two bids for packing, can be made. Otherwise certain general information about packing and shipping must be applied to ascertain the economical method.

Bronx, N. Y., Freight Terminal

The new \$250,000 freight terminal shed at the Bronx Terminal Market, 151st and Exterior Sts., Bronx, New York City, will soon be started.

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DOUGLASTON
LITTLE NECK
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Great Neck Storage Co., Inc.
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New Fire Proof Warehouse
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Household Goods—Works of Art
Individual Rooms
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We solicit your patronage for the following towns:

FREEPORT	GLEN HEAD	NEW HYDE PARK
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MINEOLA	SEA CLIFF	BALDWIN
WESTBURY	LONG BEACH	ROOSEVELT
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AMITYVILLE	VALLEY STREAM	

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237 MAIN STREET, HEMPSTEAD,
L. I., N. Y.

JACKSON HEIGHTS, L. I., N. Y.

FOREST HILLS, L. I.
FLUSHING, L. I.
GREAT NECK, L. I.
JAMAICA, L. I.
KEW GARDENS, L. I.
RICHMOND HILL, L. I.

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Fireproof Storage Warehouse

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HOUSEHOLD GOODS : STORAGE

PACKING : SHIPPING

POOL CAR DISTRIBUTION

Members: N.F.W.A., N.Y.F.W.A. and N.Y.S.W.A.

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Route Shipments for Long Island To JAMAICA STORAGE WAREHOUSE CO.

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Wrapping Packing
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Specializing in Packing and Shipping
High Grade Furniture and Art Objects

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Telephones, Richmond Hill 2-2871, Republic 9-1400

Kew Gardens Storage Warehouse, Inc.

Motor Vans, Packing, Shipping

Fireproof Storage Warehouse

Van Wyck Boulevard at Atlantic Ave.

Richmond Hill, N. Y.

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Moving, Packing Storing, Shipping



O'Brien's Fireproof Storage Warehouse, Inc.

Packers and Shippers of Fine Furniture
and Works of Art

Also Serving

New Rochelle, Pelham, Larchmont, Mamaroneck, White
Plains, Scarsdale, Hartsdale, Send B/L to us at
New Rochelle.

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Abington Warehouses, Inc.

Merchandise Warehousing and Distribution in the
Metropolitan District
Centrally Located—250,000 Square Feet—Prompt Service
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NEW YORK, N. Y.

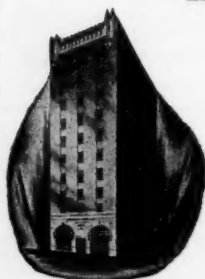
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Gen. Offices 100 Broad St., New York City
Warehousing—Distribution—Manufacturing Facilities
Cold Storage—Fumigation
SHIP-SIDE, RAIL-SIDE, MOTOR TRUCK

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Byrnes Brothers Warehouses, Inc.

ESTABLISHED 1870



Two centrally located modern fire-proof warehouses, adjacent to all railroads, for prompt and economical handling of your shipments.

Sixty-six years of dependable service is your guarantee in selecting us as your New York representative.

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Member: N. Y. F. W. A.,
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NEW YORK, N. Y.

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PORTOVAULT
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NEW YORK, N. Y.

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Fireproof Warehouses

Modern Equipment

Lift Van Service

Operated by



Centrally Located

Consign Shipments
To Us

Prompt Remittances

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NEW YORK, N. Y.

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Dunham & Reid
Inc.

The storing, packing, moving and shipping of Household Goods and Art objects is attended to on a basis of quality. Dunham & Reid Service surrounds the shipper at all times with a greater margin of Safety and Security. Low insurance rates. Prompt remittances. Located in the heart of New York.

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New York City

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NEW YORK, N. Y.

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Merchandise Distribution

LOUIS MAURO

Bonded Truckmen and Forwarders

Phone Walker 5-9252

NEW YORK, N. Y.

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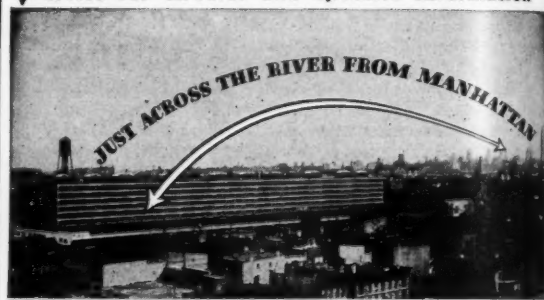
LACKAWANNA**TERMINAL WAREHOUSES, INC.**

(Two blocks from Tunnel Plaza)

JERSEY CITY, N. J.**SUPERIOR DISTRIBUTION SERVICE**

Stocks carried in this warehouse are within 24 hours of your customer located in any principal point between Washington, D. C. and Boston, Mass. Rail siding on D. L. & W. R. R. - L. C. L. Freight and Steamboat Station in same building. Local and Long Distance Motor Truck Service. Minimum Fire Insurance... No tax on General Storage commodities... Pool Cars Distributed U. S. Custom Bond

Write for circular and specific information

**N. Y. Against Lower Rates on Sugar**

The Port of New York Authority has filed a protest with the U. S. Maritime Commission against the proposed lowering of rates on sugar shipments from California to New Orleans.

It charged that the revised rates would make it impossible for New York to compete with the Gulf port for this traffic, which originates in the Philippines and Hawaii. The sugar is refined on the West Coast.

The protest is based on a proposal of Gulf steamship lines to give a special rate of \$45 a ton of 2,000 lbs. to any New Orleans shipper of 500 tons or more of sugar. This new rate, which the commission has been asked to approve, would compare with the rate of \$70 a ton to New York. It has been the practice of inter-coastal lines to maintain the same rates from the West Coast to New York as to New Orleans.

Bush Terminal Lease

Harold H. Clapp & Sons, Inc., rectifiers, distillers and manufacturers of whiskies, liquors, pharmaceuticals and food products, has leased a large unit of space in building No. 57, Bush Terminal, Brooklyn, N. Y.

National Storage in New Location

The National Storage Co., Peoria, Ill., is moving from 1321 So. Washington St. to a new location at 801 So. Washing St., its old building having been sold. The same operating executives will continue with the exception of A. J. Walker, who resigned. A. J. Thieme, who was formerly manager of the company, now becomes operating executive as well.

NEW YORK, N. Y.



Call "LINCOLN" for Superior Service at Reasonable Rates...

● The LINCOLN WAREHOUSE OF NEW YORK is a modern fireproof building, easily accessible. Special vaults for silver, storage space for pianos and other merchandise. Cold storage vaults and fumigating tanks. The name "LINCOLN of New York" is honored the world over, and is not affiliated with any other warehouse by the same name located in other cities.

LINCOLN
WAREHOUSE
CORPORATION

1187 THIRD AVE. (Bet. 69th & 70th Sts.) NEW YORK CITY

NEW YORK, N. Y.

Storage, Distribution and Freight Forwarding from an Ultra-Modern Free and Bonded Warehouse.

IDEALLY LOCATED
IN THE VERY CENTER OF NEW YORK CITY
Adjacent to All Piers, Jobbing Centers and The Holland and Lincoln Tunnels

Unusual facilities and unlimited experience in forwarding and transportation. Motor truck service furnished when required, both local and long distance. Lehigh Valley R.R. siding—12 car capacity—in the building. Prompt handling—domestic or foreign shipments.

MIDTOWN WAREHOUSE, INC.

Starrett Lehigh Bldg.
601 West 26th St., N. Y. C.

NEW YORK, N. Y.

The National Cold Storage Co., Inc.

OPERATING WAREHOUSES FOR STORAGE OF PERISHABLE FOOD PRODUCTS

BROOKLYN JERSEY CITY
66 Furman St. 176 Ninth St.

Distribution Facilities

Storage in Transit

General Offices: 19 Hudson St., New York

NEW YORK, N. Y.

NEW YORK DOCK CO.

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STORAGE—PIERS—WHARVES
MANUFACTURING SPACE
RAILROAD CONNECTIONS

Licensed by Cocos, Cotton, Coffee and Sugar,
Metal and Rubber Exchanges

Member: A.W.A.—W.A.P.N.Y.—N.Y.S.W.A.—N.Y.W.V.T.

NEW YORK, N. Y.

Mr. WAREHOUSEMAN: Did you miss out on that last inquiry you received from the Metropolitan Territory?

PerkinService

May have saved it for you.

George W. Perkins

Warehouse & Terminal Service

82 BEAVER STREET, NEW YORK, N. Y.

NEW YORK, N. Y.

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FREE AND U. S. BONDED WAREHOUSES

GEN. OFFICES 41-47 VESTRY ST.

Merchandise Storage and Distribution

FOOD SPECIALISTS AND FUMIGATION

FREE WAREHOUSE 41-47 VESTRY ST. BONDED 54-58 LAIGHT ST.

NEW YORK, N. Y.



SANTINI BROS., INC.

Serving Greater New York and All Points in Westchester County

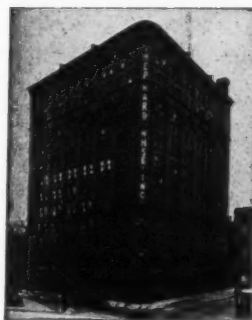
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Four Fireproof Warehouses

3,000,000 CUBIC FEET—POOL CAR DISTRIBUTION

SHEPARD WAREHOUSES INC.



130,000 Square Feet
Fireproof

Distribution Specialists

667 WASHINGTON
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NEW YORK

Daily
Truck
Deliveries to

MANHATTAN
BRONX
WESTCHESTER
BROOKLYN
QUEENS
LONG ISLAND
STATEN ISLAND
NEW JERSEY

NOT only a large and well located warehouse, but also a modern cartage and express organization making daily pick-ups and deliveries in the city and outside to a 25-mile radius. Established trucking connections to points beyond. Single packages.

Place both your storage and distribution responsibilities on ONE management. You make the sale—let us do the rest. Experience—Equipment—Reliability—Financial Responsibility.

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Pick-ups and deliveries at all rail and ship terminals. Our office now handles paper work on over six hundred daily storage and delivery items easily and efficiently. Receipts—C.O.D.'s—Inventories—Reports—Etc.

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NEW YORK

AN OLD ESTABLISHED BUT PROGRESSIVE INSTITUTION

NEW YORK, N. Y.

State Warehouse Co., Inc.

GENERAL OFFICES 541-545 W. 34th ST.

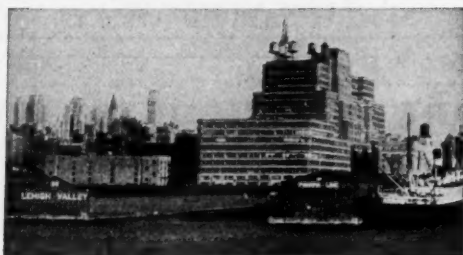
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Fireproof Buildings—Low Insurance Rate—Immediately Adjacent to New York Central R. R.—Penna. R. R.—Lehigh Valley

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- Lehigh Valley R. R. freight terminal on street level; elevators direct to rail yard platform
- Truck elevators to all floors, affording street floor facilities throughout
- Floor areas, 52,000 to 124,000 sq. feet. Smaller units may be leased
- High safety standards—low insurance rates
- Live steam for manufacturing purposes
- Fast passenger elevators; restaurant; barber shop

INVESTIGATE—learn what satisfied, nationally-known occupants are doing at the

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General Offices: 214-224 East 22nd St.

With fireproof warehouses located in mid-Manhattan, we are skilled in every phase of handling, packing and shipping Household Goods.

Pool Cars of Furniture and Merchandise Distributed

ROCHESTER, N. Y.

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Storage Warehouse
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General Merchandise Storage . Distribution
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Pool Cars Distributed and Reshipped
Direct R. R. Siding N. Y. Central
In the Center of Rochester

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Storage of Automobiles and General Merchandise
N. Y. C. R. R. 10 Car Capacity, Private Siding
Pool Car Distribution Motor Service
Heated Throughout Sprinklered Low Insurance Rate

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Offices: 1044 University Ave.
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MERCHANDISE STORAGE . DISTRIBUTION AND
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General Merchandise Storage and Distribution
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SYRACUSE, N. Y.

Fireproof Throughout

FLAGG STORAGE WAREHOUSE COMPANY

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MERCHANDISE—HOUSEHOLD GOODS

Pool Cars—Truck and Van Service

Free Switching

Represented by ALLIED DISTRIBUTION INC.
NEW YORK 11 WEST 42ND ST. PENN. 6-0046 CHICAGO 1525 NEWBERRY AVE. MON. 5531

Private Siding

SYRACUSE, N. Y.

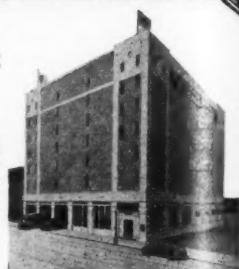
THE KEY WAREHOUSE IN THE HUB OF NEW YORK STATE

There's more profit for you in this important market if you use our low-cost modern warehousing and distributing facilities. Motor-freight, daily store-door delivery over large areas. Write for details.

Member AWA, ACW,
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Great Northern Warehouses, Inc.

348-360 W. Fayette St., Syracuse, N. Y.



SYRACUSE, N. Y.

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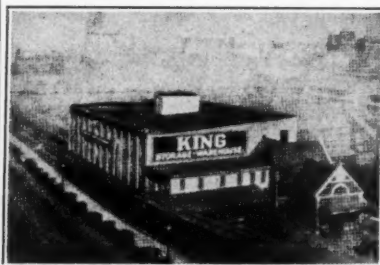
SINCE 1897

MERCHANDISE

HOUSEHOLD
GOODS

MOTOR FRT.
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Represented by
Distribution Service, Inc.—New York—Chicago—San Francisco

TROY, N. Y.

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Now offers shippers within a 75 mile zone—in Albany—unusual warehouse and motor freight terminal facilities. 10 car N.Y.C. RR siding. Low insurance rate. Hudson Motor Freight Service, Inc., operating daily service between Troy, Albany and New York City with terminals in New York City, Poughkeepsie and Troy, N. Y.

UTICA, N. Y.

BROAD STREET WAREHOUSE, INC.

Complete Warehousing
Service

General Merchandise — Cold Storage
Heated Storage
Private Siding and Motor Freight Terminal
Daily Trucking Service to all
Points in New York State

In the Cold Storage Field

(Continued from page 26)

New Car Pre-Cooling System

Fruit cars being prepared for eastern shipment were formerly pre-cooled by cold air blown directly into them from truck refrigeration units. Now, by blowing the cold into a distributor cooling box connecting two cars, two cars can be pre-cooled at the same time by one truck in 12 hrs., whereas it formerly required 24 hrs. to pre-cool one car.

This new system has been developed by the General American Pre-Cooling Co., with headquarters at Los Angeles, Cal., and has been successfully used at Roseville, Cal., this season. Under the new method, after fruit express cars are loaded with boxes of fruit and their ice bunkers are filled, two cars are spotted together on a siding alongside of a long cold air distributor box which reaches the length between the doors of the cars. Canvas tunnels connect the cooling box with the door on each side of the cars.

A complete refrigeration unit, mounted on and powered by a motor truck, is connected with the middle of the cooling box by a canvas tunnel. Blasts of cold air are blown from the cooling apparatus on the truck through the upper half of the cooling box and canvas tunnels into the upper part of the newly-loaded cars of fruit. With baffles the cold air is drawn down through the boxes of fruit with suction, and back through the lower half of the canvas tunnels and cooling box into the refrigeration unit to be cooled again for re-use in pre-cooling the cars. The cold air is sent on its way through the system at from 30 to 32 deg.

When the fruit has been brought down to the desired temperature, the ice in the bunkers is frozen into a solid mass, and the cars can be sealed and started east immediately, usually with no re-icing. Ammonia refrigeration truck units are usually operated 24 hrs. per day.

Quick-Freezing at Alabama State Docks

Sea foods produced as far East of Mobile, Ala., as Port St. Joe, Fla., and as far West as Morgan City, La., are being frozen in the recently created quick-freezing unit of the Alabama State Docks. Large quantities of red fish, red snapper, speckled trout and mullet have been frozen and stored at the plant lately.

Recently placed into commercial operation, the freezing unit is 46 ft. long, 10 ft. wide and 8 ft. high. It was built against the wall of a large sharp freezer, with crate passing doors at each end which provide entrance for products either from outside the unit or into the freezer.

The freezing time is 50 to 60 mins. and the capacity of the unit is 2,000 lbs. an hour. The unit represents an outlay of some \$20,000, the unit itself costing about \$13,000. Its main feature is a large steel belt conveyor 6 ft. wide and 36 ft. long, which carries the shrimp and other products through the freezer proper.

Three ammonia compressors provide refrigeration at the plant. Two cooling systems in use are brine, cooled in an open-forced circulation brine tank, which is used for higher temperature rooms, and a flooded system of ammonia coils, which is used for the shrimp coolers, and for the ice storage rooms.

These facilities have a record of having frozen shrimp individually and successfully in a period of 15 mins. When this shrimp was placed on the conveyor belts the temperature was 60 deg. Upon going through in 15 mins. time it was frozen down to a temperature inside the shrimp of zero.

An advantage in freezing shrimp individually as

UTICA, N. Y.

Jones-Clark Trucking & Storage Co. of Utica, N. Y.

The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchandise and Household Goods for 38 years. Every modern facility.

Member: N.F.W.A., Allied Van Lines, Inc.

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Largest Fireproof Warehouse in Utica, N. Y.

Household Goods and General Merchandise
Pool Car Shipments Long Distance Van Service
Complete Branch Office Facilities

MURRAY WAREHOUSE CO., Inc.

General Offices: 106 WHITESBORO ST.

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UTICA, N. Y.

Established 1916

Utica Warehouse Co., Inc.

Box 276

Utica, N. Y.

Unexcelled facilities for handling bulk shipments. Storage in transit on Cotton—Specializing in, Textiles, Alkalies, Denatured Alcohol. Warehouses on D. L. & W. and N. Y. C.—Private Sidings—Sprinklered throughout—Pool Car Distribution—Motor Service.

WHITE PLAINS, N. Y.

J. H. EVANS & SONS, INC.

Office & Warehouse: 253-257 Hamilton Ave.

Household Goods Moving, Storage, Packing, Shipping

Prompt service for any point in Westchester County

Member N.Y.F.W.A.—N.F.W.A.

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McCann's Storage Warehouse Co. 3 MILL ST.

Fireproof Storage Warehouse

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

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AMERICAN STORAGE & WAREHOUSE CO. CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 505 S. CEDAR ST.

MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED. MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE RAILROAD SIDING.

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1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

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POOL CAR DISTRIBUTION

Private Siding

Motor Freight Line

Members

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RALEIGH
BONDED WAREHOUSE, Inc.

 Efficient Distribution and Warehousing
 175,000 Square Feet Space
 Sprinklered

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 Household Goods — Merchandise
 Long Distance Moving — Pool Car Distribution
 Private Siding, A. C. L. Railroad Co.
 Members, N. F. W. A. — A. T. A.

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UNION STORAGE & TRANSFER COMPANY

HOUSEHOLD GOODS — FARGO, N. D. — GENERAL STORAGE — COLD STORAGE

 Established 1906
 Three warehouse units, total area 161,500 sq. ft.; of this 24,800 sq. ft. devoted to cold storage. Two buildings sprinkler equipped.
 Low insurance costs.
 Spot stocks, pool car distribution.
 Complete warehouse services, accurate and prompt service to our principals.
 Offices 806-10 NORTHERN PACIFIC AVENUE
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85,800 sq. ft. Floor Space—Fireproof

KEDNEY WAREHOUSE CO.
GENERAL STORAGE—MOVING
HOUSEHOLD GOODS

POOL CAR DISTRIBUTION—MOTOR FREIGHT TERMINAL

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American Storage & Transfer Co.

100 BEECH ST.

 Merchandise Storage—Pool Car Distribution
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 Erie Ry.

Member—Ohio Whsemen's Assoc.

AKRON, OHIO


COTTER CITY VIEW
STORAGE COMPANY

 70 Cherry St., Akron, Ohio
 Merchandise Storage.
 Pool Car Distribution.
 Household Goods Storage.
 Low Insurance.

AKRON, OHIO

Agent for Allied Van Lines, Inc.

The KNICKERBOCKER


WAREHOUSE & STORAGE CO.

36 CHERRY STREET

 Household Goods and Merchandise
 Fireproof Warehouse—Local and long
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MEMBER: A.C.W. — M.W.A.
A.W.A.—S.F.A.A.—O.W.A.
CANTON STORAGE, Inc.

FOURTH AND CHERRY N.E.

MEMBER


merchandise, household
goods cold storage

U. S. Customs and Internal Revenue Bonded

Warehouse No. 7

 Pool cars distributed. Private sidings. Free switch-
 ing on all roads. Separate fireproof warehouse for
 household goods. Modern equipment combined with
 speedy service.

 New York City Representative:
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 33 W. Jackson Blvd.
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 55,000 SQUARE FEET OF SPRINKLERED
 WAREHOUSE SPACE TO SERVE YOU

SCHNEIDER STORAGE CO.
CANTON, OHIO

 Merchandise and Household Goods
 Stored and Distributed

CINCINNATI, OHIO

THE BALTIMORE AND OHIO WAREHOUSE CO.

 Operating large modern warehouses for the storage of general merchandise at
 Second and Smith Sts. and at 619 Baymiller St.
 Special room for storage of semi-perishable goods: Nuts, Dried Fruits, Etc.,
 etc., where a low temperature is maintained.
 Special attention given to reshipping in L.C.L. lots the same day orders are
 received. Facilities for storage of Oils, Grease, Chemicals, and goods requiring
 cellar storage.

 Low Insurance Rates. Sprinkler Systems.
 Address: Second and Smith Sts. FRED W. BERRY,
 Manager and Treasurer.
CONSIGN VIA BALTIMORE AND OHIO RAILROAD

 compared to freezing in bulk or freezing products solid
 in the package is that the product has a more attractive
 finish and the consumer or buyer may remove any por-
 tion of the package without defrosting the entire pack-
 age. Individually frozen shrimp do not stick together
 even after being stored a long period in a temperature
 of zero.

Davis of Lake Forest, Ill.,
Building New Warehouse

 The \$30,000 fireproof building of the Davis Transfer
 and Storage Co., Lake Forest, Ill., now under construction,
 will be ready for occupancy by Dec. 15. The new
 building will stand on Oakwood Ave., south of Deer-
 path.

 William E. Davis, the owner, has been in the transfer
 and storage business in Lake Forest for more than 15
 yrs. and has been located at the present address in the
 O'Neill building for the past 10 yrs.

 The new warehouse is to be a two-story building with
 10,000 sq. ft. of storage space. Special vaults will be
 provided for fur storage and other valuables.

Bond, Chadwell Opens
Branch Offices

 Bond, Chadwell Co., Nashville, Tenn., now has sev-
 eral convenient branch offices in the city for better
 service. They are at 12 Arcade, 124 First Ave. North;
 and 715 8th Ave. North. The firm has fireproof ware-
 houses for household goods, separate locked storage
 rooms for household, personal effects and business
 records. Moving vans for local and long distance mov-
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—WITHOUT THE OVERHEAD



Modern — Efficient — Responsible

EVERY DISTRIBUTION AND
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KNOWN TO THE TRADE

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CARLOAD. DISTRIBUTING. WAREHOUSING
LOCAL & SUBURBAN TRUCKING

Diversified motor truck equipment
contracted for to meet your requirements.

Merchandise haulers—Pool car distributors
Car Loading—Transferring

The CINCINNATI TRANSFER Co.

Office and Warehouse, 739 W. 6th St.

CINCINNATI, OHIO

Consolidated Trucking, Inc.
Local and Long Distance Trucking
—Storage

1035-55 Flint St.

(Flint, Cortland and Hoefler Sts.)

Merchandise Storage
Penn. R. R. Siding

Pool Cars
Inter-City Truck Depot



CINCINNATI, OHIO

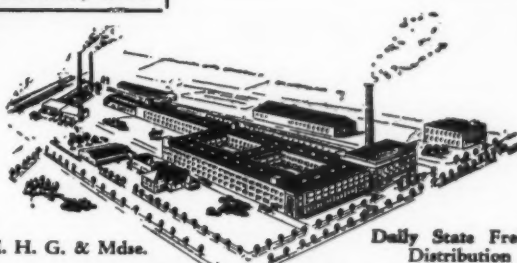


The "A" Naish Moving and Storage Co.
3211 Madison Road, Cincinnati, Ohio

Two Household Goods Warehouses of Fireproof Construction,
40,750 Sq. Ft. Consign Shipments to Oakley Sta.
of B.&O. Distribution of Pool Cars. Transfers Household
Goods. Cargo Insurance.

Member of May WA—OFWA—OACH—CLVOW

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H. H. G. & Mds.

Daily State Freight
Distribution

BRAMLEY STORAGE CO.

A Storage House of Distinction

Railroad Siding, Low Insurance Rates, Sprinkler System
and Steam Heated C.F.W.A. O.W.A.

CLEVELAND, OHIO

F. L. CONATY, Pres.

CURTIS STORAGE & TRANSFER, INC.

"STORE WITH CONFIDENCE"

Specializing in Merchandise Storage
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Operating Own Delivery Equipment
Private Siding N.Y.C.R.R.

FRENCH & WINTER STS.

CLEVELAND, OHIO

CLEVELAND, OHIO



Distribution Terminal
Warehouse Company

Central Viaduct and West 14th St.

Cleveland, Ohio

Local, regional and storage-in-transit
service, offering every facility
known to modern distribution.

New
Ultra-Modern
Plant

Trunk Line
Terminal
Complete Service

Continents-wide Connections

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"The Three R's" In Modern Warehousing
RESPONSIBILITY
REPUTATION

RELIABILITY — are found at

THE GREELEY-GENERAL WAREHOUSE CO.

Located in the New York Central Freight Terminal at Broadway and E. 15th St.

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TERMINALS**

... HAVE SOMETHING IN STORE for you ...
THREE GREAT WAREHOUSE LOCATIONS
GENERAL OFFICE, 1531 W. 25th ST.

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DIRECT FROM FREIGHT CARS

SHIPMENTS to Cleveland, consigned to The Lincoln Storage Company over any railroad entering the city, can be handled from freight car direct to our loading platform.

Carload shipments to our private siding, 11201 Cedar Ave., on the N. Y. C. Belt Line, connecting with all R.Rs. entering Cleveland; L. C. L.-Penna. Euclid Ave. Sta. adjoining Euclid Ave. warehouse; other R.Rs. to Cleveland, Ohio.

**LINCOLN STORAGE**

W. R. Thomas, Pres.

5700 Euclid Ave.

CLEVELAND

11201 Cedar Ave.

CLEVELAND, OHIO

TEL. CHERRY 4170

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1200 WEST NINTH STREET

Three Modern Fireproof Buildings—Two with Dock Facilities on Cleveland's Water Front
Most Economical Warehouse and Distribution Services
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Exclusive Agent:
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for Aero-Mayflower
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May we serve you?

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STORAGE COMPANY
CLEVELAND OHIO

CLEVELAND, OHIO

*** AN ASSOCIATED**

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FACILITIES TO MEET YOUR NEEDS

MODERN
AND
FIREPROOF

LOW
INSURANCE
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SANITARY
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ROOMS

U.S. CUSTOM
BONDED

MAKE THIS MODERN PLANT YOUR CLEVELAND BRANCH.

PRIVATE SIDING ON N. Y. C. R. R. GENERAL OFFICE
ROUTE STOP-OVER CARS VIA BIG FOUR R. R. 1300 W. NINTH STREET

CLEVELAND, OHIO

**Facilities, Service
and Security**

Merchandise Storage and Distribution ...
Fireproof Buildings ... A.D.T. Service ...
Low insurance rates ... Convenient locations
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Modern warehouses and bonded storage facilities. A.D.T. Sys-
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Shipping floors at truck level. Free switching from all railroads.

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55-85 Terminal Way Columbus, Ohio
Established in 1882

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Member of Ohio Warehousemen's Association

COLUMBUS WAREHOUSES, INC.

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—3 BLOCKS OF
CENTER DOWNTOWN DISTRICT
POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES
228 West Broad St., Columbus, Ohio

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Consign Your Household Goods Shipments to

DAN EDWARDS at COLUMBUS

Packing—Shipping—Storage—Local and Long Distance Moving—Steel
and Concrete Warehouse—Private Siding



EDWARDS TRANSFER AND STORAGE CO.
426 North High St., Columbus, Ohio

Member—National Furniture Warehousemen's Assn., Ohio Warehouse-
men's Assn.

COLUMBUS, OHIO

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**LET US SERVE YOU AT
COLUMBUS**

COLUMBUS: — Ideally
located for your stocks
in Central West.
THE MERCHANDISE
WAREHOUSE CO.: —
In the Center of Colum-
bus on route No. 40 on your
way West or East. We
invite inspection; no obli-
gations.
SERVICE:—For the most
exacting. No account too
complicated.
Let us serve you at
Columbus.
PRIVATE SIDING ON
N. Y. CENT. RY.—
14-car capacity.
U. S. Customs Bonded



A D T System

The Merchandise Warehouse Co.
370 W. Broad St. Columbus, Ohio

MEMBER: A.W.A.—O.W.A.—A.C.W.

**ATTENTION
SHIPPERS**

This is the twenty-seventh con-
secutive issue in which new
warehouse advertisers have ap-
peared in **DW**—Don't depend on the
Annual Shippers Directory issue alone.

Terminal Warehouse Opens Branch at Dallas

The Terminal Warehouse Co., New York City, it is reported, has opened a Southwest branch of its field warehouse service at Dallas. W. J. Horvath is regional manager. The company has branches in Atlanta and Chicago.

Hogan Transfer Sold to Aero Mayflower Group

Announcement has been made of the sale of the Hogan Transfer and Storage Co. to a group of Indianapolis businessmen who are identified with the Aero Mayflower Transit Co., and purchase by the same group of the five-story reinforced concrete building at 863 Massachusetts Ave. The business will be operated under the name of the Hogan Transfer and Storage Corp.

The new officers of the company are John Sloan Smith, president and general manager; E. S. Wheaton, vice-president; R. E. Huggins, secretary; C. R. Israel, treasurer. In addition to the officers the following are members of the board of directors: P. A. Cooling, C. M. Gentry, E. S. Huggins, F. J. Grumme, R. W. Mumford and George C. Burkert.

The Massachusetts avenue holding which has housed the Hogan Transfer and Storage Co. since its construction is especially designed for furniture storage. It is of fireproof construction and contains about 60,000 sq. ft. of floor space. Two floors are especially equipped with individual locker rooms of various sizes. There also are fumigating vaults, special rooms for storage of rugs and upholstered furniture, and a large reinforced burglar-resisting vault for storage of valuable articles. The building has all modern facilities, including a passenger elevator for the convenience of patrons in visiting their stored property, as well as a commodious freight elevator for handling stored goods.

The new management has provided modern facilities for the removal, storage and preserving of household goods. An increased number of motor vans especially equipped for the safe transportation of household furniture has been added to the fleet already operating.

The Hogan Transfer and Storage Corp. has been appointed exclusive agent in Indianapolis of the Aero Mayflower Transit Co. for the sale of the latter company's service in long-distance moving of household furniture. The first floor of the Hogan building will be remodeled and will be occupied by the Mayflower general offices. Old structures adjoining the building on the west are to be removed and the entire face of the building is to be cleaned, providing a structural improvement for Massachusetts avenue.

The officers of the Hogan Corp., who also are connected with the Mayflower Co., will continue to serve in their present capacities. The shops of the Mayflower Co., where their vans are built and moving equipment manufactured will continue to operate at 915 Daly Street.

Industrial Terminal on 18-Acre Tract for Newark

The Prudential Insurance Co. has signed a purchase option contract under which the Balcom Realty Corp., backed by the Ballinger Co. of Philadelphia, will take over an 18-acre tract at Frelinghuysen Ave. and McClellan St., Newark, N. J., as a site for an industrial terminal to cost between \$3,000,000 and \$5,000,000.

Representing the investors incorporating the Balcom concern for the project was the Joseph J. Garibaldi Organization, Hoboken, N. J., which has been designated to manage the buildings to be constructed.

The property fronts 1,023 ft. on Frelinghuysen Ave.; 896 ft. along the Pennsylvania railroad; 805 ft. on

COLUMBUS, OHIO

MERCHANDISE STORAGE
and DISTRIBUTION

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THE NEILSTON STORAGE CO.

COLUMBUS, OHIO

J. W. PATTON L. D. PATTON

THE PATTON WAREHOUSE

96 MAPLE ST.

Located in the heart of the wholesale district. Modern fireproof building for merchandise storage. Pennsylvania Ry. Siding — Local Distribution — Pool Car Distribution

DAYTON, OHIO

THOS. F. LARKIN

WAREHOUSE & CARTAGE COMPANY

925 East First Street

Whse. (MDSE) Steel; private siding on Erie R.R. Free switching from all other lines. Dist. Mdse. Pool Cars. City delivery of Mdse. Motor truck service.

LIMA, OHIO



The Stelzer Truck & Storage Co.

407-11 Findlay Rd.

Merchandise and Household Goods Storage,
Moving, Packing, Shipping
Distribution of Pool cars, NYC siding

Member: MWA, O. A. C. H.

MARION, OHIO

MERCHANTS TRANSFER & STORAGE CO.

180 East Mill St., Marion, Ohio

Est. 1895

Strictly Fireproof warehouse for Merchandise and Household Goods. Lease Space. Cold Storage, Private Siding into warehouse. For complete service contact us.

Member: M.W.A.—O.F.W.A.—O.W.A.

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WAGNERS SERVICE, INC.

Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

Member of A. W. A.

TOLEDO, OHIO



456,000 cu. ft.

WILLIS DAY STORAGE CO.

Merchandise and Household Goods Storage,
Moving, Packing, Shipping
Distribution of Pool Cars

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TERMINAL WAREHOUSE CO.**

321-359 Morris Street—Toledo, Ohio

GENERAL MERCHANDISE**AND
COLD STORAGE**

Complete Warehouse Facilities

Toledo's largest modern warehouse—serving
Ohio, Indiana and Michigan.

Private sidings New York Central and B&O RR's.

TOLEDO, OHIO

NATIONAL TERMINALS CORPORATION

OFFICE: 247 MORRIS STREET

Phone Adams 8275

Most Economical Warehouse and Distribution Services Via Water, Rail
and Truck Are Available Through Toledo's Best Located Most Accommo-
dating Warehouses and Docks.Two Private Docks Capable of Serving Any Size Boat on the Lakes.
Both Inland and Dock-Side Warehouses.

TOLEDO, OHIO

The RATHBUN CARTAGE CO.
2941-2951 MONROE STREET"Rathbun" is fully equipped to efficiently handle your merchandise
and household warehousing needs in Toledo. . . . Moving, packing,
shipping, storing. . . . Riggers and machinery movers. . . . POOL
CARS SOLICITED. . . . Local & Long Distance Moving.

Member O.F.W.A.—O.F.A.

TOLEDO, OHIO

"QUICK SHIPPERS"**TOLEDO TERMINAL
WAREHOUSE, INC.**

128-138 VANCE STREET, TOLEDO, OHIO

Merchandise storage . . . Pool car distribu-
tion . . . Fireproof . . . Private siding Nickel
Plate Road . . . Free switching . . . Nego-
tiable receipts . . . Transit storage arrange-
ments . . . Motor truck service . . . Located in
jobbing District . . . U. S. Customs Bonded.MEMBERS: American Warehousemen's Association
Ohio Warehousemen's Association
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YOUNGSTOWN, OHIO

1887

1938

WHEN MOVING EMPLOYEES TO OR FROM
YOUNGSTOWN, OHIO
CONSULT**THE WM. HERBERT & SON CO.**

646 MARKET ST.

"Over 50 Years of Dependable Service"

OKLAHOMA CITY, OKLA.

**Commercial Warehouse Co.**

Exclusive Merchandise Storage

Pool Car Distributors

Free Switching

14c. Insurance rate



OKLA. CITY, OKLA.

Established 1888

O. K. Transfer & Storage Co.
General Warehousing and Distribution**MOTOR
TRUCKS
& TEAMING
HOUSEHOLD
GOODS
MERCHANDISE**MEMBERS
NFWA, AWA,
Dist. Service, Inc.

OKLAHOMA CITY, OKLA.

Member of A.W.A.—S.W.A.

Bonded Under State Law

Oklahoma Bonded Warehouse CompanyMerchandise Warehousing
Pool Car DistributionFree Switching
Private Truckage
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NEW YORK ALLIED DISTRIBUTION INC.
11 WEST 42ND ST. P. O. BOX 6-0966 1525 NEWBERRY AVE. MON. 553150,000 Sq. Ft.
Floor Space
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OKLAHOMA CITY, OKLA.

**THE PUBLIC WAREHOUSE COMPANY, INC.**

1-9 Northwest First Street, Oklahoma City, Oklahoma

MERCHANDISE STORAGE—COOLER ROOMS
POOL CAR DISTRIBUTIONBrick and Concrete Construction Building, Strictly Fireproof—
Automatic Sprinkler System. Insurance Rate 11-14c. Santa Fe
Siding Conveniently located in Downtown Industrial and Retail
districts.Evergreen Ave. and 792 ft. on McClellan St. It has an
area of 803,500 sq. ft. The site was bought by the
Prudential several years ago for a housing project, but
was abandoned.The central unit of the ultimate group of buildings
planned will be the first constructed. It will be six
stories in height.A nationally known concern has agreed to lease the
entire structure, according to A. W. Coffin of the Gari-
baldi agency.In addition to the six-story structure, which will ex-
tend from Frelinghuysen Ave. to the railroad, one-story
wings are planned. They will have the saw-tooth sky-
light type of roofing, permitting daylight operations
throughout the interiors. Rail sidings will be provided
individually to subdivisions of the property as de-
veloped.**Salmon Pack Smaller**This season's pack of Alaskan salmon through Aug.
30 totaled 5,992,964 cases, the total consisting of 2-
473,111 cases of red salmon, 2,638,157 of pinks, 678,346
of chums, 160,596 of cohos and 42,754 cases of kings.Comparable figures through Aug. 21, 1937, show 2-
064,088 cases of red salmon, 3,350,315 cases of pinks,
612,569 of chums, 87,249 of cohos and 69,266 of kings, a
total of 6,183,487 cases, or 190,523 cases more than this
year.The lag in the output of pink salmon was attributed
to the lateness of the runs in Southeast Alaska and
lighter runs in the Kodiak area and on the southwise of
the Alaska peninsula. The increase in red salmon was
reported as being due chiefly to the phenomenal runs
this season in the Bristol Bay area and substantial
gains in Prince William Sound and Cook Inlet.

BETHLEHEM, PA.



500,000 CU. FT. GOLD STORAGE
200,000 CU. FT. GRAY & HOUSEHOLD STORAGE

ALLTOWN BETHLEHEM AND EASTON
Private Siding
LEHIGH & NEW ENGLAND R. R.

THE TERMINAL WAREHOUSE CO.

Lehigh and New England Terminal Warehouse Company
15th Avenue, North of Broad Street, Bethlehem, Pa.

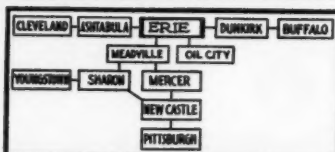
ERIE, PA.

THE ERIE STORAGE & CARTING COMPANY

1502 SASSAFRAS ST., ERIE, PA.

Trackage on New York Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of merchandise and household goods. Branch house service for manufacturers. Pool cars distributed.

MEMBER: ALLIED VAN LINES — N.F.W.A.
P.F.W.A.—Retary and Kiwanis



THE IRWIN TRANSPORTATION COMPANY

1502 Sassafras St., Erie, Pa.

Overnight service on merchandise to all of the above cities.

HARRISBURG, PA.



Pool Cars
Efficiently Handled Merchandise and Household Goods Storage

HARRISBURG STORAGE CO., Harrisburg, Pa.
P. R. R. Siding Agent for Aero Mayflower Transit Co. American Warehousemen's Association, Mayflower Warehousemen's Association, Penna. Furniture Warehousemen's Association, Penna. Warehousemen's Association, American Chain of Warehouses

HARRISBURG, PA.

KEYSTONE WAREHOUSE

GENERAL MERCHANDISE STORAGE
POOL CARS DISTRIBUTED
BRICK BUILDING—LOW INSURANCE
STORE DOOR DELIVERY ARRANGED FOR PENNA. R. R. SIDING

OPERATED BY HARRISBURG WAREHOUSE CO.

HAZLETON, PA.

KARN'S STORAGE, INC.

MERCHANDISE WAREHOUSE L.V.R.R. SIDING
Storage in Transit Pool Car Distribution
Packing — Shipping — Hauling
Fireproof Furniture Storage

Est. 1915

Members: Mayflower W.A.—P.F.W.A.—P.W.A.

LANCASTER, PA.

Keystone Express & Storage Co.
STORAGE—DISTRIBUTORS—FORWARDERS
Merchandise and Household Goods
MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE
Siding on P. R. R. and P. & R.

LANCASTER, PA.

LANCASTER STORAGE CO.

LANCASTER, PA.

Merchandise Storage, Household Goods, Transferring, Forwarding
Manufacturers' Distributors, Carload Distribution, Local and Long Distance Moving
Members May. W.A.—P.F.W.A.

OIL CITY, PA.

CARNAHAN Transfer and Storage

Fireproof warehouse. Distribution of merchandise and household goods pool cars. Private rooms for furniture and pianos. Furniture packing a specialty.

Forwarding agents

Members N. F. W. A.

PHILADELPHIA, PA.

Est. over 50 years.

FENTON STORAGE CO.

Absolutely Fireproof

46th and Girard Ave.

Cable Address "Fenco"

P. R. R. Siding

Storage, moving and distribution of household goods and merchandise

PHILADELPHIA, PA.

Fidelity—20th Century Storage Warehouses
General Offices—1811 Market St.

Agent for Allied Van Lines, Inc.

Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.
Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

PHILADELPHIA, PA.

GALLAGHER'S WAREHOUSES

Executive Offices—708 So. Delaware Ave.
General Merchandise Storage and Distribution
U. S. Bonded and Free Stores
Carload Distribution

Direct Railroad Sidings: Penna. R. R.—Reading R. R.
Company owns fleet of motor trucks for city and suburban deliveries

PHILADELPHIA, PA.

BUELL G. MILLER, President



MILLER

North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

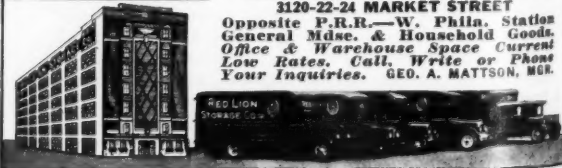
Member M.F.A., P.M.T.A., G.F.M.A. of Pa.

PHILADELPHIA, PA.

RED LION FIREPROOF WHSES.

3120-22-24 MARKET STREET

Opposite P.R.R.—W. Phila. Station
General MISC. & Household Goods
Office & Warehouse Space Current
Low Rates. Call. Write or Phone
Your Inquiries. GEO. A. MATTSON, MGR.



Key Center of the Big Eastern Market



MOTOR TRUCK SERVICE

We own and operate a fleet of motor trucks to provide "Store-Door" delivery throughout the Philadelphia trading area and are especially equipped to render "next-morning" delivery anywhere within the area shown in the map.

13 large warehouses . . . modernly constructed . . . modernly equipped . . . staffed with an efficient personnel. Located in the important retail and wholesale districts of Philadelphia, the shipping center for the East's largest market. Adjacent to steamship piers where regular sailings are maintained for coastwise, intercoastal and world ports. Direct connections with the Pennsylvania Railroad and the Reading Company. Regular pool car service. Ample facilities for prompt, economical handling of merchandise of every kind.

Special accommodations for household goods shipments.

WRITE FOR PARTICULARS

TERMINAL WAREHOUSE COMPANY

Delaware Avenue and Fairmount
PHILADELPHIA

Members—A. W. A., N. F. W. A., Pa. F. W. A.

Represented by DISTRIBUTION SERVICE, INC.

100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0986
625 Third Street, SAN FRANCISCO . . . Phone Sutter 3461
219 East North Water Street, CHICAGO . . . Phone Sup. 7180

An Association of Good Warehouses Located at Strategic Distribution Centers

New Orleans Foreign Trade Off First 7 Mos.

The value of foreign trade through the New Orleans customs district during the first seven months of 1938 declined more than \$22,000,000 as compared with the corresponding period in 1937, but the New Orleans district continued to be the nation's second highest ranking port in value of foreign trade handled.

Harold C. Jackson, district manager of the United States bureau of foreign and domestic commerce, announced on Sept. 2 that combined exports and imports through July 31 of the current year were valued at \$194,531,464 as against \$217,281,207 for the first 7 mos. of last year. A heavy decrease in imports—\$67,281,156 this year as compared with \$91,251,748 in 1937—was not offset by an increase in exports—\$127,250,308 this year against \$126,029,459 in 1937.

Exports during July were \$12,917,037 as against \$11,539,530 in July, 1937, while imports for the month were \$8,407,810 as compared with \$14,768,611 in the same month last year.

New Orleans Protests Mobile Free Zone Policy

Operation of the recently established Foreign Trade Zone at Mobile, Ala., if successful, may give rise to the same competitive conditions among Gulf ports as experienced in New York, where warehouse interests are protesting against methods allegedly used to obtain business, according to shipping opinion in New Orleans. Warehouse operators at the North Atlantic port are protesting that business is being drawn from tax-paying private investment plants by means of cut prices rather than entirely new commerce being created by the Staten Island, N. Y. facility.

Comparison is drawn here between the New York

PHILADELPHIA, PA.

37 Acres of Storage Space

22 Modern Warehouses

Centrally Located

Storing Shipping

One of the largest groups of modernly equipped, conveniently located warehouses in the East. Exceptional accommodations are provided for storing and shipping merchandise of every kind (bonded and free). Close proximity to steamship piers and direct connections with all railroads entering Philadelphia, plus our own fleet of 22 motor transports, insure prompt shipments and deliveries with safety and economy. Numerous other services are provided. Write for particulars.

PENNSYLVANIA WAREHOUSING & SAFE DEPOSIT CO.

General Offices, Cor. 4th & Chestnut Sts., Philadelphia

JOHN A. McCARTHY, President

MEMBER: American Chain of Warehouses
American Warehousemen's Association (Merchandise Division)
Pennsylvania Warehousemen's Association

NEW YORK: Geo. W. Perkins, 82 Beaver St. Tel., Hanover 2-1954
J. W. Terrelforte, 250 Park Ave. Tel., Plaza 3-1235
CHICAGO: W. H. Eddy, 53 W. Jackson Blvd. Telephone, Harrison 1496

For the convenience of shippers, this section is arranged geographically

PITTSBURGH, PA.

DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.

Merchandise Storage & Distribution

Members A. W. A.

PITTSBURGH, PA.

Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

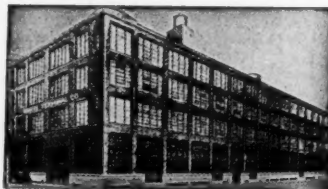
Thomas White

Owner and Manager

WHITE TERMINAL CO.

16th-17th and PIKE STS.

IN THE HEART
OF THE
PITTSBURGH
JOBGING
DISTRICT



A large, modern, sprinklered warehouse with every facility for economical, efficient storage of merchandise and food products. A private siding on the Penn. R.R. Complete trucking facilities. Pool cars distributed. Consign your shipments to **WHITE**.

STORAGE-IN-TRANSIT PRIVILEGEAlso operators of **WHITE MOTOR EXPRESS CO.**

(Established 1918)

100% Mack Equipment

SCRANTON, PA.

R. F. POST

DRAYMAN & STORAGE WAREHOUSE

221 Vine St.

HOUSEHOLD STORAGE POOL CARS
MERCHANDISE STORAGE PACKING
LOCAL AND LONG DISTANCE MOVING
PRIVATE SIDING, D. L. & W. R. R.

SCRANTON, PA.

The Quackenbush Warehouse Co.

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS
STORAGE POOL CAR DISTRIBUTION

D L & W and D & H Sidings

Member of Allied Distribution, Inc.



UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

KEYSTONE TRANSFER CO.

31 EAST SOUTH ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED
LONG DISTANCE MOVING

Private Siding B. & O. R.R.

WILKES-BARRE, PA.

WILKES-BARRE STORAGE CO.

General Storage and Distribution

Prompt and Efficient Service

Storage-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

WILLIAMSPORT STORAGE CO.

FIREPROOF BUILDING—416 FRANKLIN STREET

P. R. R. SIDING

MERCHANDISE STORAGE AND DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

FIREPROOF WAREHOUSE

Storage, Moving, Shipping

80-90 Dudley St.

Member National Furniture Warehousemen's Assn.
Agent for Allied Van Lines, Inc.



PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.

Storage all kinds of General Merchandise, Pool Car Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on deep water.

Shipping directions South Providence, R. I.

situation and the recently published tariff of the Mobile zone which quotes charges for docking, wharfage, handling and storage no higher than if the tonnage were handled across any other pier of the Alabama State Docks Comm., which amounts to bonded warehouse privilege or better at approximately 25 per cent less than present costs at such establishments.

Additionally, it recognized that the Mobile zone, of which Frederick I. Thompson, former State Docks Comm. member, is director, frankly anticipates the possibility of drawing existing bonded warehouse trade from other ports. In this he would be aided by equalized export-import rates via both rail and water to Midwest points, with New Orleans the competitor.

The view is frankly held by many important and well posted factors in New Orleans that the establishment of a foreign trade zone there is extremely unlikely unless such a development is forced by competitive port conditions. More than a dozen years ago New Orleans was keenly interested and actively engaged in support of national legislation for the creation of foreign trade zones. At that time, however, the proposed legislation provided for processing or manufacture within the zone, so that raw materials could be drawn from Latin America or other points, processed either in combination with domestic materials or without such combination, and a substantial proportion of the product re-exported to consuming territory. Such a provision coincided with the plans of the Board of Port Commrs. for the development of the Industrial Canal, which affords deep water sites for private capital.

With the manufacturing privilege taken from the enacted Celler Act, the foreign trade zone rights have been regarded as too closely resembling bonded warehouse functions to be attractive at New Orleans, which is well equipped with this type of facility, and operators have spoken frankly and openly concerning potential competition with established private enterprise.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Corp.

Merchandise Storage and
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.
Private Tracks Connecting with All Railroad and Steamship Lines.
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

COLUMBIA, S. C.

Carolina
Bonded
Storage Co.

BONDED COMPLETE STORAGE FACILITIES for MERCHANDISE & HOUSEHOLD GOODS.

Pool Cars Handled. Household Goods
Transferred. Long Distance Trucking.

Member of A.W. Inc.—MayWA 700 Biosk College

MEMBER



NASHVILLE, TENN.

124 First Avenue, N.
Phone 5-4153



BOND-CHADWELL Co.

MERCHANDISE STORAGE, DISTRIBUTION AND DRAYAGE
RIVER, RAIL AND TRUCK TERMINAL
Household Storage, Local and Long Distance Moving
Fireproof Warehouses—Up-to-Date Equipment

AGENTS ALLIED VAN LINES, Inc.

GREENVILLE, S. C.

"The Heart of the Piedmont"

TEXTILE WAREHOUSE CO.

Est. 1923

511-13-15 Rhett St.

GENERAL MERCHANDISE—H.H.G. STORAGE

Pool Car Distribution—Motor Truck Service

Low Insurance Rate

Private Siding

NASHVILLE, TENN.

521 Eighth Ave., So.

Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Fire Proof Warehouse Space—Centrally Located

KNOXVILLE, TENN.

FIREPROOF STORAGE & VAN COMPANY, Inc.

201-211 Randolph St., Knoxville, Tennessee

135,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler

Insurance at 12c. per \$100.00

per annum.

Pool Cars distributed.

Household goods shipments

solicited. Prompt remittances

made.

MEMBERS American Warehousemen's Ass'n

PROMPT AND EFFICIENT SERVICE

KNOXVILLE, TENN.

J. E. Dupes, Pres. & Gen. Mgr.—E. V. Bruce, Act. Treas.



Rowe Transfer & Storage Co.

416-426 N. Broadway

Household Goods and Merchandise Storage and

Distribution. Pool Car Distribution.

Fireproof Warehouse. Low Insurance.

Agent, Aero Mayflower Transit Company

Member, Mayflower Warehousemen's Association

NASHVILLE, TENN.

ESTABLISHED 1886

The PRICE-BASS CO.

194-204 Hermitage Ave.

Merchandise Storage



Automatic Sprinklered — Lowest

Insurance Spot Stock and Pool

Car Distribution — Private

Siding—Free Switching

Motor Truck Service.

MEMPHIS, TENN.

S. S. DENT, Pres.

General Whse. & Dist. Co.

435 So. Front St.

"Good housekeeping, accurate records,

Personal Service"

Located in the center of the Jobbing &

Wholesale District

Sprinklered

Low Insurance

Private R. R. siding

Perfect service

MEMPHIS, TENN.

Secy. and Treas. W. H. DEARING

JOHN H. POSTON

STORAGE WAREHOUSES

671 to 679 South Main St.

Insurance Rate \$1.25 per \$1,000 per ANNUM

Distribution a Specialty

Represented by

ALLIED DISTRIBUTION INC.

NEW YORK 11 WEST 42ND ST. PH. 6-0946

CHICAGO 1525 N. MICHIGAN AVE. WH. 5631

MEMPHIS, TENN.

"SERVICE"

ROSE WAREHOUSE CO.

2-8 East and 2-12 West Calhoun Avenue, Memphis, Tennessee

Merchandise Storage and Pool Car Distribution

"SERVICE"

AMARILLO, TEXAS

WM. C. BOYCE

J. A. RUSH



Armstrong Transfer & Storage Co., Inc.

Distributors of Merchandise

BONDED WAREHOUSES

Amarillo and Lubbock, Texas

Contract operators for all rail lines and Uni-

versal Carloading and Distributing Company.

Member Mayflower W. A.—Amarillo Warehouse-

men's Association—American Chain of Warehouses



BEAUMONT, TEXAS

TEXAS STORAGE COMPANY

656 Neches St.

Beaumont, Texas

Merchandise and Household Goods

Warehouse, Concrete Construction

30,000 Sq. Ft. Distribution of Pool Cars

Transfer Household Goods

Agent for A.V.L. Member of N.F.W.A.—S.W.&T.A.

ATTENTION
SHIPPERS

D and W is edited for
you. Follow the ever-chang-
ing trends in distribution. Tell
us what you like editorially and what
you don't like.

CORPUS CHRISTI, TEXAS

C. M. Crocker—Pres. J. W. Crocker—Vice-Pres.
May Crocker—Sec. & Treas.

CROCKER TRANSFER AND STORAGE CO., Inc.

Established 1912
Distribution Pool Cars or Boat Shipments
Merchandise & Household Goods
Storage—Drayage—Crating
Members—A.W.A. N.F.W.A. S.W.T.A. A.C.W.
Agent for Allied Van Lines, Inc.

CORPUS CHRISTI, TEXAS

Specialists In

General Merchandise Storage— Forwarding—Pool Car Distribution

Public bonded warehouses in Corpus Christi on Sou. Pac. and Harlingen on Mo. Pac. RR's. Common carrier motor freight service for Houston, San Antonio, Austin, Hebbronville and Rio Grande Valley. Expert handling. S.W.A. members.

ROBINSON WAREHOUSE & STORAGE COMPANY

General Offices: 1500 Tiger St., Corpus Christi

DALLAS, TEXAS

In Dallas It's Binyon-O'Keefe

With three warehouses having a total of 180,000 square feet of floor space; with our private side and free switching to Dallas' eleven Trunk Line Railroads—in Dallas, Binyon-O'Keefe is best prepared to serve you.



For 60
Years

BINYON-O'KEEFE
Storage Co.

For 60
Years



Dallas
Associated with Distribution Service, Inc.

DALLAS, TEXAS

E. D. Balcom

Gus K. Weathered

(Established 1875)

DALLAS TRANSFER AND TERMINAL WAREHOUSE CO.

Second Unit Santa Fe Building
Dallas, Texas

Modern Fireproof
Construction—
Office, Display,
Manufacturers, and
Warehouse Space



Operators of Lone Star Package Car Company
(Dallas Division). Daily service via rail from St. Louis
and C.F.A. territory to all Texas points.
Semi-weekly service via Morgan Steamship Line from New York and Seaboard
territory to all Texas points. H & N T Motor Freight Line, serving South,
Central, North Texas and Oklahoma.

MEMBERS { A. W. A. N. F. W. A. American Chain of Warehouses
Southwest Warehouse & Transfermen's Assn. Rotary Club

DALLAS, TEXAS

R. E. ABERNATHY, President of

DALLAS-TRINITY WAREHOUSE COMPANY

announces the merger of his business

with the
INTERSTATE FIREPROOF STORAGE & TRANSFER COMPANY
of Dallas

to form a new company operating as

INTERSTATE-TRINITY WAREHOUSE COMPANY

(Effective Aug. 1st, 1938)

See advertisement this page

Factories on the Move

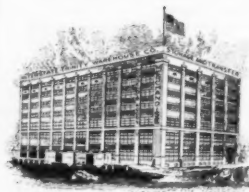
(Continued from page 28)

branch plant. New unit will be operated in conjunction with large canning plant to be established by Stokely company at that location, which is now awarding contracts for modernizing and improving buildings. Facilities will be installed for employment of over 500 persons.

Linde Air Products Co., 30 E. 42nd St., New York, has authorized resumption of construction of new three-story plant building on large tract of land at Sheridan Drive and Woodward Ave., Tonawanda, N. Y., on which work was begun last summer and discontinued in November. This is initial unit of group of structures on that site, with ultimate cost of about \$1,500,000 with

DALLAS, TEXAS

Interstate-Trinity Warehouse Company



a merger of
INTERSTATE FIREPROOF STORAGE & TRANSFER COMPANY
and
DALLAS-TRINITY WAREHOUSE COMPANY

301 North Market Street,
Dallas

Merchandise Storage and Distribution
Household Goods Storage, Moving & Packing

Long Distance Hauling

Associate Managers

W. I. Ford R. E. Abernathy

Represented by

NEW YORK

ALLIED DISTRIBUTION INC.

CHICAGO

11 WEST 42ND ST. PENN. 6-0968

1525 NEWBERRY AVE. MON. 3531

DALLAS, TEXAS

SPECIALIZING

MERCHANDISE STORAGE
POOL-CAR DISTRIBUTION



SERVING THE GREAT
SOUTHWEST AREA

EVERY ACCOUNT IS
PERSONALLY SUPERVISED
BY THE MANAGEMENT.

KOON-McNATT STORAGE & TRANSFER CO.

911 MARION ST.

CONTRACT OPERATORS FOR ALL RAIL LINES AND
UNIVERSAL CARLOADING & DISTRIBUTING COMPANY

Over 10,000,000 Pounds of Freight Handled Monthly for Dallas Shippers

DALLAS, TEXAS

A Complete Merchandise Warehouse Service
COLD STORAGE—MERCHANDISE STORAGE
YARD STORAGE—RENTALS

MAAS-MORGAN WAREHOUSE, INC.

Houston Street at McKinney Avenue. 1917 North Houston Street.
703 McKinney Avenue, Dallas, Texas.

The business address of a number of the largest manufacturers in the world. A splendid modern plant. A strategic distribution center. A highly specialized organization placing at your command the finest SERVICE that skill and willingness can offer.

DALLAS, TEXAS

Merchants Cold Storage of Dallas

Bonded

470,000 Cu. Ft. Cold Storage Space
Pool Car Distribution

1301-7 Broom St.

P. O. Box 5088

DALLAS, TEXAS

Hawkins
and
Pacific
Streets



The Southwest's Newest MERCHANDISE STORAGE

POOL CAR DISTRIBUTION, AIR-CONDITIONED
OFFICE AND DISPLAY SPACE

Texas and Pacific Terminal Warehouse Co.

209 N. Hawkins

(See Companion Service Under Ft. Worth Listing)

equipment. Company is a subsidiary of Union Carbide & Carbon Corp., first noted address.

Utica Radiator Corp., Utica, N. Y., manufacturer of steam and vapor radiators, parts, etc., has leased former foundry of Central Radiator Co., Lansdale, Pa., and will remodel and equip for new factory branch, storage and distributing plant.

Chrysler Corp., 341 Massachusetts Ave., Detroit, has taken option on tract of 65 acres of land near East town limits at Newark, Del., as site for new factory branch, storage and distributing plant, with parts division and facilities for certain finishing work. New unit will be one-story. Company is also considering a branch assembling plant on adjoining site at later date.

The Danita Hosiery Mills, Philadelphia, is moving to Newark, Del. A building of 30,000 sq. ft. is under construction to house this plant. Employment will be given to about 300 workers on completion.

The Raybestos Manhattan Co., Bridgeport, Conn., has obtained permits for \$90,000 worth of construction in Stratford, Conn. The principal item is for a \$40,000 office building to which the Bridgeport offices will eventually be moved. Other items for which permits have been secured are a steel and brick shipping room, a combined garage and laboratory and a frame storage building. All will be located on East Main St., Stratford.

Doubleday, Doran & Co., Inc., book publishers, have leased 90,000 sq. ft. of space in the Port Authority Bldg., 111 Eighth Ave., New York, where, next May, the firm will concentrate its shipping, warehousing and other departments now operating in Garden City, L. I., N. Y., where the plant is known as Country Life Press. The firm recently removed its editorial and executive offices to Rockefeller Center, and the transfer of the remaining departments will mark the abandonment of the Garden City plant, which it has occupied since 1910. Changing conditions in the book trade throughout the country, which require a centralization of distribution points, it is stated, prompted the move.

California & Hawaiian Sugar Refining Corp., Ltd., has leased the entire first and third floors in 82-88 Wall St., New York, for Atlantic and Eastern sales offices. The firm is marketing agent for twenty-nine sugar plantations in Hawaii, handling about 85 per cent of the crop of that territory. Its entrance into the Eastern market, it is said, makes it the first national distributor of refined sugar.

Holland House Corp., of the Netherlands, recently organized to facilitate trade transactions between the United States and the Netherlands, will be housed in a new building to be constructed in Rockefeller Center. The structure, to be known as the Netherlands Bldg., will occupy a full block from 48th to 49th Sts., on Rockefeller Plaza. In addition to housing Holland House, it will include headquarters of other organizations and companies dealing with the Netherlands.

Cook Coffee Co., Cleveland, has purchased the property at the corner of Erie and Logan Sts., Toledo, as a site for a new sales office and warehouse.

Washington State Warehousemen's Assn. Acts on Strikes

Washington State Warehousemen's Assn. has gotten squarely behind Initiative No. 130, regulating strikes and lockouts, which will be voted upon by the people in the state election Nov. 8.

The measure was unanimously endorsed at a monthly meeting in Seattle, Aug. 11, with a quorum of the

EL PASO, TEXAS

"Bankers of Merchandise"
"Service With Security"

International Warehouse Co., Inc.

1601 Magoffin Ave. El Paso, Texas



Lowest Content Insurance Rate
Fireproof Storage of Household Goods, Autos & Merchandise. State and Customs Bonded. Private Trackage—T. & P. and So. Pac. Rys. Pool Car Distribution—Motor Truck Service. Incorporated in 1920
Members—NFWA—SWTA—Agent for Allied Van Lines, Inc.

FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



For 60
Years

BINYON-O'KEEFE
Fireproof Storage Co.

For 60
Years



Associated with Distribution Service, Inc.

FORT WORTH, TEXAS

Fort Worth Warehouse & Storage Co.

201 So. Calhoun St. Fort Worth, Texas

Merchandise and Household Goods, Storage, Cartage and Pool Car Distribution

Member of M.W.A.

FORT WORTH, TEXAS

A Complete Merchandise Warehouse Service

MERCHANDISE STORAGE — COLD STORAGE — POOL
CAR DISTRIBUTION — FRISCO R.R. SIDING
MODERN — FIREPROOF WAREHOUSE
JOHNSON STORAGE & DISTRIBUTING CO., INC.

AND

JOHNSON MOTOR LINE

801 W. VICKERY BLVD.

FT. WORTH, TEXAS

FORT WORTH, TEXAS

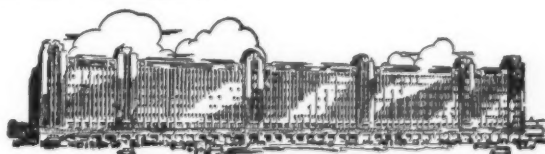
Storage, Cartage, Pool Car Distribution

O. K. Warehouse Company, Inc.

255 W. 15th St.

Fort Worth, Tex.

FORT WORTH, TEXAS



The Southwest's Finest Warehouse

MERCHANDISE STORAGE

POOL CAR DISTRIBUTION, OFFICE DISPLAY
AND WAREHOUSE SPACE

Texas and Pacific

Terminal Warehouse Co.

(See Companion Service Under Dallas Listing)

HARLINGEN, TEXAS

Jones Transfer & Storage Co., Inc.

Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.

Merchandise storage—pool car distribution, daily motor freight lines.
Furniture vans—equipment for heavy hauling.

Service Covers the Lower Rio Grande Valley

For the convenience of shippers, this section is arranged geographically

HOUSTON, TEXAS

BINYON-STRICKLAND**WAREHOUSES, INC.**

Merchandise Storage — Pool Car Distribution
Centrally Located — Lowest Insurance Rate
Private Siding Southern Pacific Ry. Co.
Goliad & Morin Sts. Houston

HOUSTON, TEXAS

CENTRAL FORWARDING INC.

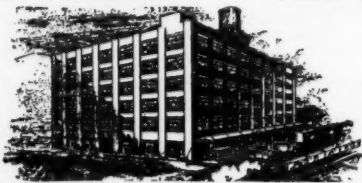
CONTI AND WALNUT STS.

MERCHANDISE AND HOUSEHOLD GOODS
STORAGE AND POOL CAR SERVICE
OFFICE AND DISPLAY SPACE

O. J. UMBERFIELD,
BRANCH MANAGER

HOUSTON, TEXAS

Better Warehousing in
HOUSTON



We operate a modern
low insurance rate
warehouse in the cen-
ter of the wholesale,
jobber, rail and truck
terminal district. Most

conveniently located for interior jobbers' trucks; well trained
personnel; cooler space.

HOUSTON CENTRAL WAREHOUSE CO.

Commerce & San Jacinto

Houston, Texas.

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PH. 9-0946 1525 NEWBERRY AVE. MON. 5531

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Houston Terminal Warehouse & Cold Storage Company

General Storage Cold Storage U. S. Customs Bonded

Pool Car Distribution

Office Space Display Space Parking Space

Lowest Insurance Rate

New York Representative
Phone Plaza 3-1235

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HOUSTON, TEXAS

PATRICK TRANSFER & STORAGE CO.

Shipside and Uptown Warehouses
Merchandise Storage and Distribution

Operators—Houston Division
LOVE STAR PACKAGE CAR CO.

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Houston, Texas

HOUSTON, TEXAS

T. P. C. Storage & Transfer Company, Inc.

Commercial Storage

OFFICE SPACE

PARKING SPACE

MANUFACTURERS AGENTS

POOL CAR DISTRIBUTION

HOUSTON, TEXAS

UNIVERSAL TERMINAL WAREHOUSE CO.

Merchandise Storage — Pool Car Distribution

— U. S. Customs Bonded —

— Office Space —

New York Representatives:
DISTRIBUTION SERVICE, INC.
100 Broad Street

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DISTRIBUTION SERVICE, INC.
219 E. North Water St.

Members A.W.A. and State and Local Associations.

HOUSTON, TEXAS



Wald Transfer & Storage Co., Inc.
BONDED FIREPROOF WAREHOUSES
MERCHANDISE AND HOUSEHOLD GOODS STORAGE
POOL CAR DISTRIBUTION
RECEIVERS' AND SHIPPERS' AGENTS
EXPERIENCE—SERVICE—RESPONSIBILITY
Member of May, W. A.—Houston T. & W. A. and
Houston and Galveston Chambers of Commerce

HOUSTON, TEXAS

WESTHEIMER**Transfer and Storage Co., Inc.**

OVER 50 YEARS IN HOUSTON

Fireproof Warehouses

Merchandise & Household Goods Storage—Pool Car Distribution—Lift Van Service

—20 car lengths of trackage.

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SAN ANTONIO, TEXAS

CENTRAL WAREHOUSE & STORAGE CO.

331 Burnett Street

MERCHANDISE EXCLUSIVELY

Pool Car Distribution—Complete Service

Distribution—Storage—Drayage

Inquiries Solicited

SAN ANTONIO, TEXAS

MERCHANTS TRANSFER & STORAGE CO.
FIREPROOF BONDED WAREHOUSE

Complete Storage and Distribution Service

over 50 years of satisfactory service

Member of A.W.A.—N.F.W.A.—S.W.A.

trustees present. It was given a place on the ballot by
filing of petitions bearing signatures of 100,000 voters,
secured by the Women of Washington and Associated
Farmers who sponsored the act.

The effect of the proposed legislation would be to
eliminate all unnecessary strikes and lockouts. It pro-
vides that no strike can be legally called unless sanc-
tioned by an actual majority of the employees involved,
voting by secret ballot conducted by the county auditor
to prevent intimidation. None but actual employees
can vote and the strike vote cannot be held until after
30 days of negotiation for settlement of written de-
mands.

If this Initiative passes, "quickie" strikes and juris-
dictional strikes will be outlawed in the state of Wash-
ington and strikes will be reduced to those considered
necessary by the majority of workers on the job.

The Initiative prohibits employers from declaring
lockouts, until a strike has been voted. It confines
picketing to the duration of a strike.

The Initiative is being bitterly fought by labor lead-
ers who realize that, if it passes, their power to force
strikes will be at an end and the power to declare
strikes placed in the hands of the men on the job. It
is being supported by the warehousemen in their own
interest and in the interest of their customers through-
out the United States.

Motor Vehicle Taxes

Special motor vehicle taxes paid by highway users
have increased more than 700 per cent in 15 years,
with the result that the total of such payments exceeded
the amount of money spent for all state and county
highways, including connecting streets through cities
and towns.

Studies show that the average per-vehicle payment
of special motor taxes jumped from \$12.22 in 1921 to

SAN ANTONIO, TEXAS

Muegge-Jenull Warehouse Co.
BONDED FIREPROOF
POOL CAR DISTRIBUTORS
STORAGE AND DRAYAGE
Dependable Service Since 1913

WICHITA FALLS, TEXAS

Our 18th Year

Tarry Warehouse & Storage Co.
J. P. TARRY, Owner
Wichita Falls Fireproof Warehouse
Motor Freight Service to All Territory

SAN ANTONIO, TEXAS

Agent for Allied Van Lines, Inc.

Scobey Fireproof Storage Co.
HOUSEHOLD MERCHANDISE
COLD STORAGE CARTAGE
DISTRIBUTION
INSURANCE RATE 10c
Members of 4 Leading Associations

OGDEN, UTAH

Member of A.W.A.

Western Gateway Storage Co.
Warehousing in all its branches
POOL CAR DISTRIBUTION
MERCHANDISE AND COLD STORAGE
Ogden is the Gateway to the Inter-mountain West

SAN ANTONIO, TEXAS



SOUTHERN TRANSFER & STORAGE CO.
FIREPROOF BONDED STORAGE
U. S. Customs Bonded Warehouse—
Cartman's Permit No. 1

SALT LAKE CITY, UTAH

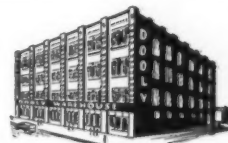
CENTRAL WAREHOUSE
Fireproof Sprinklered
Insurance rate 18c. Merchandise Storage. Pool Car Distribution.
Office Facilities.
Member A. W. A.

TYLER, TEXAS

Tyler Warehouse and Storage Company
Bonded under the Laws of Texas
General Storage and Distribution from the Center of East Texas. Specializing in Pool Cars Merchandise.

SALT LAKE CITY, UTAH

DOOLY TERMINAL WAREHOUSE
COMPLETE STORAGE AND DISTRIBUTION SERVICE
"IT'S THE LOCATION"
Represented by ALLIED DISTRIBUTION INC. CHICAGO
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Merchandise Storage and Distribution
Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space
Insurance Rate 14 Cents
JENNINGS-CORNWALL WAREHOUSE CO.
Salt Lake City, Utah
Represented by DISTRIBUTION SERVICE, INC.
New York—Chicago—San Francisco

SALT LAKE CITY, UTAH

Storage — Distribution — Service

M. A. KEYSER FIREPROOF STORAGE CO.
328 West 2nd South
72,000 Square feet space. Reinforced concrete and brick with office or desk space, also U. S. Customs bonded space. In center of jobbing district. Free switching. Private siding.
26 years Unsurpassed service. Specialists in distribution. Our receipts accepted as collateral by banks for m.d.e. in storage. Free P. & D. service over rail and truck lines.
Member AWA—NFWA—UWA—AWI

SALT LAKE CITY, UTAH

MOLLERUP MOVING AND STORAGE CO.
Operating MOLLERUP VAN LINES
Warehousing, Local and Long Distance Moving. Shipments handled from all parts of the U. S. Bonded and Insured.
J. A. MOLLERUP, Manager

SALT LAKE CITY, UTAH



REDMAN VAN & STORAGE CO.

60,000 square foot exclusive Household goods Fireproof warehouse. Our own vans anywhere in West. Complete service.

\$48.15 in 1936, the most recent year for which official figures are available. The average special taxes paid by the various classes of motor vehicles were: passenger cars, \$38.78; privately-owned and operated trucks, \$80.83; contract carrier trucks, \$161.66; common carrier trucks, \$242.49, and common carrier buses, \$785.22.

The total amount collected from highway users in special taxes during 1936 was \$1,377,148,000. Of this sum, \$1,066,340,000 was paid to the state in registration fees, fuel and motor carrier taxes; \$18,400,000 to counties and municipalities in fees and taxes, and \$292,408,000 to the Federal Government in excise taxes, which included the 1 cent tax on gasoline. In addition to these special taxes, motor vehicle owners paid general taxes including \$41,485,000 in personal property taxes on their vehicles.

State and county highway expenditures for 1936 totaled \$1,371,234,000, of which \$696,433,000 was for construction, \$469,202,000 for maintenance, \$82,134,000 for miscellaneous purposes; \$7,003,000 for equipment and machinery, \$116,462,000 for interest on bonds. These expenditures did not include monies spent by W.P.A. and other agencies for relief work on local roads.

General property taxes for state highways decreased 96 per cent during that period while funds available for state highways increased 170 per cent and the number of states levying property taxes or drawing upon general funds to build state highways dropped from 36 to 11.

Madison, Ind., River-Rail Terminal Approved

Plans by Madison, Ind. authorities for a river-rail terminal have been approved. The site for the terminal will be on the city levee between Church and East Sts.

For the convenience of shippers, this section is arranged geographically

SALT LAKE CITY, UTAH

"This is the Place"

FOR BETTER SERVICE
SECURITY STORAGE & COMMISSION CO.
 230 S. 4TH WEST STREET
 Over 30 Years' Experience

Merchandise Warehousing - Distribution
 Sprinklered Building - Complete Facilities
 Lowest Insurance Cost - A.D.T. Watchman Service
 Office Accommodations - Display Space

Represented by American Chain of Warehouses, Inc.
 New York Chicago
 250 Park Ave. 53 W. Jackson Blvd.


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LYNCHBURG, VA.

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Gilbert Storage & Transfer Co.
 60 7th STREET

Pool Car Distribution of Merchandise and Household Goods.
 Sprinklered Building with Automatic Fire Alarm.
 Household Goods Transferred

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 WAREHOUSEMEN'S ASSOCIATION


NORFOLK, VA.

HOUSEHOLD MERCHANDISE
 AUTOMOBILE STORAGE

NEW-BELL STORAGE CORPORATION
 NORFOLK, VIRGINIA

MODERN SPRINKLER EQUIPPED WAREHOUSE
 50,000 SQUARE FEET PRIVATE RAIL SIDING
 Lowest Insurance Rate in Norfolk. Pool Car Distribution
 WE SPECIALIZE IN MERCHANDISE STORAGE
 AND DISTRIBUTION

AGENTS AERO MAYFLOWER TRANSIT COMPANY
 Member M.W.A. & S.W.A.

MEMBER

 WAREHOUSEMEN'S ASSOCIATION

NORFOLK, VA.

Established 1892

SOUTHGATE
STORAGE COMPANY, Inc.

For economical storage and distribution you will want to know more about our individualized services. Our fireproof warehouses are in the Southgate Terminal, on the waterfront and in the center of Norfolk's wholesale district. Served by all rail, water and motor lines.

MEMBER:
 A.C.W.
 A.W.A.
 S.W.A.
 U.S.C. & C.

Write for Booklet—"7 POINT DISTRIBUTION"

RICHMOND, VA.

59 YEARS OF UNINTERRUPTED AND EXPERT SERVICE

BROOKS TRANSFER and STORAGE CO., Inc.
 1224 W. Broad Street, Richmond, Va.

Three Fireproof Storage Warehouses—810,000 Cubic Feet Floor Space—Automatic Sprinkler System—Low Insurance Rates—Careful Attention to Storage—Packing and Shipping of Household Goods—Private Railroad Siding—Pool Car Distribution—Motor Van Service to All States East of Mississippi River—Freight Truck Line.

Member of N. F. W. A.—A. V. L.—A. T. A.

RICHMOND, VA.

THE W. FRED RICHARDSON
Security Storage Corporation

PACKING FOR SHIPMENT

STORAGE
 HOUSEHOLD
 GOODS

OBJECTS OF ART Local and Long Distance Movements
 FURS - RUGS ESTABLISHED 1887
 VALUABLES Agent for Allied Van Lines, Inc.

RICHMOND, VA.

160,000 Sq. Ft. Space

VIRGINIA BONDED WAREHOUSE CORPORATION
 ESTABLISHED 1908 1700 E. CARY ST.
 U. S. BONDED & PUBLIC WAREHOUSES
 MERCHANDISE STORAGE & DISTRIBUTION
 INSURANCE RATES 20c PER \$100 PER YEAR
 Member A.W.A.
 BUILDINGS SPRINKLERED

ROANOKE, VA.

H. L. LAWSON & SON
Finance and Storage

Pool Car Distributors
 General Merchandise Storage

421-25 EAST CAMPBELL AVE.
 ROANOKE, VIRGINIA




ROANOKE, VA.

ROANOKE PUBLIC WAREHOUSE

Capacity 500 Cars Automatic Sprinkler
 Private Railroad Siding Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution for Agents, Brokers and General Merchandise Houses.
 Member of American Chain of Warehouses



Products on Parade

(Continued from page 29)

and treasurer. Operations will be carried on at 100 Gravier St., where the Evangeline Rice Mills & Co., Inc., is located.

Southland Paper Mills, Inc., will start in the near future construction of the proposed Texas newsprint mill. With all organization details practically completed, the mill will be located at Lufkin, in Angelina County. It will cost \$7,500,000 and have a capacity of 50,000 tons of newsprint a year, it is stated. All of the output has been contracted for by about 20 southern newspapers. Kraft and other papers will also be manufactured.

Freeport Sulphur Co., 122 E. 42nd St., New York, has approved plans for new addition to plant at Lake Grand Ecaille, Plaquemine Parish, La., to be equipped as a sulphur purification works. Company also will build a new three-story technical laboratory and operating building at same plant.

DuPont Rayon Co., duPont Bldg., Wilmington, Del., manufacturers of cellulose rayon products, has approved plans for new addition to mill at Amptill, near Richmond, Va., comprising several one and multi-story units for large increased capacity. Completion is scheduled early in 1939.

American Zirconium Corp., 6401 St. Helena Ave., Baltimore, manufacturer of industrial chemicals, etc., plans addition to plant, including one-story unit for acid recovery division.

Hunter Baltimore Rye Distillery, Inc., 1900 East Fort Ave., Baltimore, has let general contract for six-story addition for storage and distribution.

Frankfort Distillery, Inc., Columbia Bldg., Louisville, has plans for ten-story addition at branch plant at Race and Ostend Sts., Baltimore, for storage and distribution.

Owens-Illinois Can Co., Ohio Bldg., Toledo, manufacturer of metal cans and containers, a subsidiary of Owens-Illinois Glass Co., same address, has approved

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Plans for two-story addition to branch plant at 6501 W. 55th St., Chicago, totaling about 102,000 sq. ft. of floor space.

Abtes Oil Co., Clinton, Mich., recently organized to manufacture refined oil products, has leased a local one-story building and will equip for plant, including storage tanks and distribution facilities.

Reflector Hardware Corp., 2245 South Western Ave., Chicago, manufacturer of metal lighting fixtures and specialties, has asked bids on general contract for three-story addition.

John R. Steed & Son, Lake Charles, La., canner and packer of seafood products, has let general contract for new one-story plant on Front St., near Broad St.

Crites Canning Co., Newman, Douglas County, Ill., canner and packer of food products, plans rebuilding of plant near Newman, recently destroyed by fire.

Gerber Products Co., Fremont, Mich., has opened an office in New York to promote the sale of Gerber Baby Foods in the metropolitan area. Gordon M. Ibbotson has been appointed Eastern district manager.

Flour Corp., Ltd., a California corporation, has registered to do business in Cleveland.

Bridgemann-Russell Co., Duluth, Minn., is freezing approximately 1,000 lbs. of Minnesota raspberries daily.

Wilbert's Wax, Brillo and Sani-Flush, nationally known grocery item manufacturers, are joining in a combined merchandising and display drive in the grocery field this fall.

Habitant Soup Co., a subsidiary of the Dominion Preserving Co., Montreal, has started operations on the ground floor of No. 7 mill of the Amoskeag in Manchester, N. H. The new company is incorporated under New Hampshire laws. The Canadian concern has leased the No. 7 mill with option to purchase it for the purpose of establishing a branch factory in the United States for the making and distribution of its products. Pea and vegetable soups will be made for the present. Distribution is centered in the New York City area and also in Concord, N. H. Expansion in territory is planned.

Thrifty Drug Co., Los Angeles, Cal., recently sold Del Monte tomato juice at 11 cents for three 15-oz. cans, and the Food & Grocery Bureau is seeking to determine whether there has been a violation of the state unfair sales act. The Bureau has determined that the lowest possible minimum cost for the tomato juice to be \$.1272 for three cans. The drug company stated that it was conducting a "clearance sale" and that no further stocks of the item were to be ordered. It is reported that the Del Monte tomato juice has been withdrawn from sale.

Talbot Mfg. Co., Los Angeles, Cal., notified the state office of the California Retail Grocers and Merchants Assn. at San Francisco, that its insecticides are now being distributed under California Fair Trade Act contracts. Consumer stop prices are listed for 11 items, with a suggested retail price of from 2 to 5 cents higher than the stop price.

Lowry Sugar Corp., Wilmington, Del., has filed a statement at Albany, N. Y., stating that its New York office is now located at 99 Wall St., New York City.

Morton Salt Co., Chicago, a producer of bulk and packaged salt, has begun the manufacture of salt tab-

SEATTLE, WASH.

EYRES TRANSFER & WAREHOUSE CO.

A Seattle institution—50 years of outstanding service

Cartage — Distribution — Storage

Highest financial rating; new fireproof, sprinklered buildings; lowest insurance rate (10.2¢); modern equipment.

"The Shippers' Open Door to Alaska and the Orient"

SEATTLE, WASH.

J. R. GOODFELLOW, Pres.

OLYMPIC WAREHOUSE & COLD STORAGE CO.
MERCHANDISE STORAGE & DISTRIBUTION

1203 Western Avenue Seattle, Wash.

Cold Storage, 170,000 cu. ft.; Dry Storage, 65,000 sq. ft.; Rentals, 20,000 sq. ft. Fireproof, brick const.; Sprinkler system; Insurance rate: 12.5¢. Siding connects with all rail lines.

Bonded U. S. Customs: State License No. 2; State Liquor Control Board.

Pool car distributors. Office rentals.

Our negotiable warehouse receipts are accepted by banks as collateral for loans against merchandise stored in our warehouse.

Member of A.W.A. (C.S.) Wash. State Whsmns. Assoc.

SEATTLE, WASH.

Lloyd X. Coder, Pres.-Mgr.

Est. 1919

SYSTEM Transfer & Storage Co.

2601-11 Second Avenue

Warehousemen & Distributors of

General Merchandise and Household Goods

Office and Desk Space—Low Insurance Rates

Member—A.W.A.—W.S.W.A.—N.F.W.A.—S.T.O.A.

SEATTLE, WASH.

TAYLOR-EDWARDS

Warehouse & Transfer Co., Inc.

Free switching service—Low insurance rates

Associated with leading warehouses through

DISTRIBUTION SERVICE, INC.

New York Chicago San Francisco

Members of—American Warehousemen's Assn.; National Furniture Warehousemen's Assn.; Washington State Warehousemen's Assn.

SEATTLE, WASH.

UNITED WAREHOUSE COMPANY

1990 Alaskan Way

GENERAL MERCHANDISE
STORAGE

100,000 sq. ft. capacity
Established 1900



POOL-CAR
DISTRIBUTORS

U. S. Customs Bond
Free Switching

SEATTLE, WASH.

Member A.W.A.—W.S.W.A.—S.T.O.A.

WINN & RUSSELL, INC.

U. S. Customs Bonded

General Merchandise Storage & Distribution

Trucking

Service

Free Switching

Insurance .1225 per \$100.00 a year

Fumigation

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Attractive
Offices

SPOKANE, WASH.

Millard Johnson
Pres.

W. B. Foblin
Soc'y.

Consign to

SPOKANE TRANSFER & STORAGE CO.

A. W. A.

308-316 Pacific Ave.

N. F. W. A.

Merchandise Department

Largest Spot-Stocks in the
"Inland Empire."
(67,000 sq. ft.)

Household Goods Dept.

Assembling and distribution of
pool and local shipments.
Agents for JUDSON.

Member of American Chain of Warehouses

TACOMA, WASH.

Pacific Storage & Transfer Co.

Member

Drayage, Storage & Distribution



Forward your Stop in Transit and Pool Cars in
our Care (Free Switching). Located in Center
of Wholesale District, 18th & Broadway.

Member A.W.A.—Wash. State Assn.

BLUEFIELD, W. VA.

WM. E. DALE, Owner

TWIN CITY WAREHOUSE & COLD STORAGE COMPANY

Specializing in
Merchandise and Household Goods at Bluefield, Va.
Cold Storage at Bluefield, W. Va.
Private Siding on N&WRR. Free
Switching—Distribution of Pool Cars

HUNTINGTON, W. VA.

HUNTINGTON WAREHOUSE CORPORATION

ESTABLISHED 1920

The only Merchandise Warehouse in
Huntington out of high water district
**ECONOMICAL AND EFFICIENT
GENERAL MERCHANDISE STORAGE
POOL CAR DISTRIBUTION**
**COMPLETE TRUCKING FACILITIES
FOR POINTS IN OHIO-KY.-W. VA.**
PRIVATE SIDING ON C. & O. RY.
NO SWITCHING CHARGES
MEMBERS — AWA — ACW

HUNTINGTON, W. VA.

No patron of W. J. Maier has lost a penny in eighteen years due to improper care of their product under all conditions. At the present time, we have in our possession over \$150,000.00 worth of merchandise for one large, national firm. There is a reason why national firms from coast to coast use our service. Don't forget—five million population can be served over night through our warehouse.

The W. J. Maier Storage Co.

WHEELING, W. VA.

Central Distribution for
• WEST VIRGINIA
• Western PENNSYLVANIA
• Eastern OHIO
POOL CAR DISTRIBUTION
GENERAL MERCHANDISE STORAGE
Members A.W.A.—A.C.W.—W. Va. M.T.A.

UNION
WAREHOUSE
HOLDING CO.
Main, Sixteenth
and South Streets

EAU CLAIRE, WIS.

SIOUX

Storage & Forwarding Company
Warehousing & Distribution

One of the finest in the State
Licensed & Bonded

113-119 S. Dewey St. Eau Claire, Wis.

GREEN BAY, WIS.

Established 1903

LEICHT TRANSFER AND STORAGE CO.

121 South Broadway
**Merchandise Distributors and Household Goods
Forwarders.**

Haulers of Cement and Contractors Equipment and Heavy Machinery to All Points.
U. S. Customs, Warehouse, State and Public Bonded.
Waterfront Facilities; Private Siding CB&W.
Wood Pulp a Specialty. Pool Car Distribution.
Members of MayWA—WisWA

MADISON, WIS.

Established 1895

The Union Transfer & Storage Co.

State Bonded Warehouse on Private Switch
Fireproof Building 85,000 Square Feet
Pool Car Distribution by Truck or Rail
Private Siding Milwaukee Road
Free Switching All Roads

Member of A.W.A.—Wisconsin W.A.



**ATTENTION
SHIPPERS**

When you must move your executives or personnel from one city to another, call in one of our household goods warehouse advertisers. He can save you time, worry and unnecessary expense.

lets for the use of food manufacturers, especially the canning and preserving industry. Although salt tablets are not new in the retail trade, the company has waited to enter upon its production until it had perfected a dispensing machine successful in every detail of operation. It is now offering two different types of this machine on a lease basis only.

o o o

James B. Dickinson, Jr., representative of the Diamond Match Co., has been transferred to Little Rock, Ark., from Wichita, Kans.

Cy Nigg has been named district sales manager of the Kellogg Sales Co., Los Angeles, Cal.

I. F. Robertson, former general manager of the can division of the W. F. Robertson Steel & Iron Co., Springfield, Ohio, now is manager of the Cleveland branch of the Owens-Illinois Can Co.

Fischer Re-elected President of Wisconsin Warehousemen Assn.

Anthony L. Fischer, general manager of the Atlas Storage Co., Milwaukee, Wis., was re-elected president of the Wisconsin Warehousemen's Assn. in August at its annual meeting and outing at Lakeside Hotel, Peewaukee.

Other officers re-elected were: T. B. Willard, Lincoln Fireproof Warehouse Co., Milwaukee, secretary; E. F. Homuth, Anchor Transfer & Storage Co., Fond du Lac, treasurer; W. Warren, National Terminals Corp., Milwaukee, vice-president of the Mdse. Div.; George E.



Anthony
L.
Fischer

Nelson, David Nelson & Son, Kenosha, vice-president Hhg. Div.; and Harvey S. Paull, Milwaukee Cold Storage Co., vice-president C. S. Div.

Additional directors include G. J. Hansen, Hansen Storage Co., Milwaukee; F. J. De Lorme, Sheboygan Warehouse & Forwarding Co.; L. J. Henjum, Union Transfer & Storage Co., Madison, and R. M. Leicht, Leicht Transfer & Storage Co., Green Bay.

The association decided to sponsor an extensive legislative program, aimed at clarifying and consolidating Wisconsin laws regulating the warehousing industry. Paul H. Paulsen, Milwaukee, recently appointed legal counsel for the association, is guiding the organization on this program.

Under Mr. Fischer's leadership during the past year the association has established a headquarters in Milwaukee, with a paid secretarial service, and has greatly enlarged the scope of its activities.

MILWAUKEE, WIS.



in Milwaukee

United States Government
Bonded, State of Wisconsin
Licensed and Bonded.

ATLAS STORAGE CO.

Division of P&V-Atlas Industrial Center

710 W. VIRGINIA ST. MILWAUKEE, WISCONSIN

Represented by DISTRIBUTION SERVICE, INC.

New York—100 Broad Street Chicago—219 E. North Water Street
San Francisco—625 Third Street

Wisconsin Aiding Canned Pea Drive

Steps to reduce the large surplus of Wisconsin canned peas are rapidly going forward through the efforts of the Wisconsin Agricultural Authority and the recently organized Canned Pea Marketing Co-operative.

Moving to assist in disposing of the State's supply of peas, the W.A.A. has sent representatives to Chicago and northern Illinois cities to conduct a survey to determine how severe the lack of buying interest in peas actually is. This survey will be a guide to the canners for the planning of a program to advantageously dispose of the State's crop.

Waterways and Terminals

(Continued from page 30)

Dutch Line to Great Lakes

ANTHONY VEDER, N.V. of Rotterdam announces the inauguration of a new regular service to the Great Lakes during the next year's open season. The service will be known as the Oranje Line and sailings will be made direct from London, Antwerp, and Rotterdam to St. John's, Montreal, Toronto, Hamilton, Cleveland, Detroit, Milwaukee and Chicago; also intermediate points if sufficient inducement offers. The service will operate with the following vessels: Prins Maurits, Prins Frederik Hendrik, Prins Willem Van Oranje and other Prins steamers yet to be named. During January, February, March, November and December the company will also operate service to St. Johns, N. F., St. John, N. B., and eventually Halifax, N. S.

Unloads Cuban Sugar

THE Norwegian tramp steamer "Akabakra" last month discharged 34,000 bags of sugar from Cuba at the Michigan Dock in Detroit. This is the first direct shipment from Cuba for that port.

Cancel Lake Clause

THE Gulf-United Kingdom and the Gulf-French Atlantic-Hamburg range freight conferences during August notified shippers having contract rate arrangements that effective immediately they are deleting the so-called Great Lakes clause from the agreement. Under this clause the two Gulf conferences have in the past maintained that shippers concluding contract rate agreements could not utilize steamship facilities direct from the Great Lakes to the United Kingdom or to the continent.

About 3 mos. ago the Clinton Corn Products Co. of Clinton, Iowa, informally protested to the maritime

MILWAUKEE, WIS.

ESTABLISHED 34 YEARS

850 Foot Dock

HANSEN STORAGE CO.

Largest in Wisconsin
18 Warehouses
Specializing in—
Merchandise Distribution and Complete Branch House Services

TRACK CAPACITY FOR 50 CARLOADS
DEPENDABLE EXPERT QUICK SERVICE

MILWAUKEE, WIS.

LINCOLN

FIREPROOF WAREHOUSE CO.
WAREHOUSE SERVICE OF EVERY DESCRIPTION
RAILROAD SIDINGS AND DOCKING FACILITIES
LOCATED IN HEART OF BUSINESS DISTRICT
OFFICES: 206 W. HIGHLAND AVE.
Member of A.W.A.—W.W.A.—N.F.W.A.

MILWAUKEE, WIS.

NATIONAL TERMINALS CORPORATION
954 SO. WATER STREET
Tel. Mitchell 5644

Milwaukee's most modern and best located Waterfront Warehouse. Automobile storage. Warehousing on unit basis for spot stocks. Storage "in transit". Pool car distribution, Customs Bonded.
Member of A.W.A. & W.W.A.

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commission over enforcement of this clause, contending that inasmuch as the two Gulf conferences do not maintain services from the Great Lakes to Europe they could not justifiably prohibit shippers from utilizing Great Lakes-Europe service as a requisite to securing contract rate arrangements with the Gulf lines. The regulatory division of the maritime commission following receipts of the Clinton protest informally advised the Gulf conferences that its contracts should be limited to providing for exclusive patronage when shipments are made through the Gulf ports.

Ruling Urged on Free-Time Cargo Limit

F. J. HORAN, United States maritime commission examiner, recently recommended that the commission find lawful proposed charges on cargo remaining on piers at New York beyond the free-time period but urged that three ship lines be eliminated from certain of the agreements.

Mr. Horan submitted a report on his examination of two agreements (6205 and 6215) filed by the steamship lines serving the port of N. Y., which were protested by the port of Boston, and Philadelphia and Norfolk interests, alleging that the charges on coffee were so nominal as to amount to additional free time in contravention of the commission's prescribed 10-day limit.

The examiner said the protesting ports endeavored to show that the charges under attack discriminate against Boston, Philadelphia, Baltimore and Norfolk and their importers.

He pointed to the commission's action in the free storage case, where it was found that a showing of free-time allowance of 18 days on Colombian coffee and unlimited free time on Brazilian coffee at the respondent's New York piers, did not establish unlawful discrimination, hence "it follows that the imposition of the charges in question furnishes no ground for any such complaint."

In addition the examiner said that the question of when free time shall begin to run was a matter properly the subject of agreement between the carriers, in answer to the complaint of the warehouseman's association of the port of New York, which had asserted such determination a matter for the commission to determine.

Mr. Horan also stated that a copy of 6215 on file with the commission contains no restrictions of its application to property imported at New York, although it was agreed the parties that its scope should be so limited, and urged that the commission require the copy to be "full and complete."

Mr. Horan said, "The commission should find that the respondents' charges under investigation are not shown to be unlawful, but that Edward P. Farley and Morton L. Fearey, trustees of the Munson Steamship Line, should be eliminated as parties to the agreement, No. 6205; that Colombian Steamship Co., Inc., and Edward P. Farley and Morton L. Fearey, trustee of the Munargo Steamship Corp. should be eliminated as parties to agreement No. 6215, and that agreement No. 6215 should be modified by amending the paragraph immediately preceding the first numbered paragraph thereof to read as follows 'the common carriers by water parties to this agreement hereby enter into the following agreement with respect to import property except their vessels at the port of New York, N. Y.'"

Regulation of Terminals

A RECENT proposed report of a Maritime Commission examiner suggests that the commission should assume jurisdiction over waterfront terminals much in the same way it exercises authority over steamship lines. It is doubtful if there is any specific provision in law to permit such a course, but it is perfectly evident that something ought to be done about the muddled condition of terminal operations.

Examiner Gray's report showed that sections of the country and some types of transportation are discrim-

inated against by the railroad dominated terminal industry at Boston. It also indicated that all the terminal companies are functioning under an agreement not unlike conference agreements entered into by shipping lines. If this is the case, and there is much evidence that it is in other ports as well as Boston, it would appear logical that all tidewater terminal companies should become subject to commission regulation.

Cuyahoga River Improvement

CLEVELAND'S hopes for a \$2,400,000 grant from the P.W.A. to go with the city's \$3,000,000 for improvement of the Cuyahoga River were spurred when Chas. E. Pynchon, special assistant to Harold L. Ickes, said he was convinced that the river was badly in need of improvement. Decision by P.W.A. earlier was against making the river grant, but the decision was later held in abeyance for further consideration. Donald B. Gillies, vice-president of the Republic Steel Corp., told Pynchon that Republic built its new \$20,000,000 strip mill on the assumption that the river improvement would be made. "At present," he said, "we are forced to unload our ore at the mouth of the river and cannot use our own unloading equipment."

Barge Contract Awarded Dravo

THE Dravo Corp. of Pittsburgh, has received a contract from Marquette Cement Mfg. Co., Chicago, to build a fleet of steel hopper barges for service on the upper Mississippi and Illinois Rivers.

Houston Defers Trade Zone Plan

Port authorities at Houston, Tex., will await the successful demonstration of foreign trade zones elsewhere before taking steps to obtain such a facility, according to Chas. Crotty, assistant director, who indicated doubt of the value of such a project insofar as the Texas port is concerned. The ultimate success of such a project, he indicated, rests upon the ability of a port to transship cargo received from foreign sources to other destinations outside of the United States. It would be a simple matter, he indicated, for Houston to seek a foreign trade zone when the practical operation has been proven on a warehousing basis without the privilege of manufacture.

See Lake Traffic Gain in Fall

Lake shipowners and agents are showing considerable optimism at the indications for a good movement of grain in the late summer and autumn. There is said now to be little Lake vessel tonnage laid up among the more modern type of ships plying the St. Lawrence and the Great Lakes, with conditions likely to be improved in September and October and in the Lake bulk carrying trade.

One of the consequences of a very decided betterment in the freight trade would probably be a better rate for Canadian ships. At present the grain rate is about 5% cents per bushel from the head of the Lakes to Montreal, and with a good proportion of the Canadian tonnage already in use, this rate would likely be raised provided a rush of grain from the Lake elevators to the seaboard occurred. This is the expectation of the shipowners at present. American Lake tonnage has suffered more from lack of cargo space demand and a number of ships of American registry have been laid up this summer. Absorption of this slack in tonnage might delay the rise in freight rates for the American owners in the event of an autumn demand for cargo space.

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San Francisco Warehouse Strike Situation

(Concluded from page 7)

James Reed, speaking for the warehouse employers, said:

"There can be no point to further discussion with the union of other subjects until the right of collective bargaining, with a single contract, is conceded."

Eugene Paton, president of the warehousemen's union, stated:

"We pointed out to the employers that it was not our idea of industrial peace that a dispute involving 60 employees could be used as a basis for either striking or locking out 7,000 other workers in San Francisco and the Bay Area not involved. This is exactly what they seek. We shall not agree to it."

L. A. Bailey, executive of the California Warehousemen's Assn., said:

"The public warehouse group, which is a unit within the Association of San Francisco Distributors, is maintaining a solid front and intends to do so in order to win our objective of permanent future peace in our labor relations."

The public warehouse group stands firm with the private warehousemen in this struggle which is regarded as a finish fight for power on both sides.

The household goods warehouses, like Bekins, Lyon, Peeters & Sons, Market Street Van & Storage, etc., are not involved in the present struggle. They operate under a different classification, their employees are A. F. of L., and the employers do not belong to the Distributors' Assn. They are feeling the strike indirectly because of its dampening effect on business, but are not affected in their own operations.

J. F. Vizzard, manager of the Draymen's Assn., states that there are reports that members of this group are unusually busy due to the waterfront situation, as they are engaged in delivering goods from docks and freight cars that formerly went through the warehouses. This group is under A. F. of L. jurisdiction.

On Sept. 15, liquor wholesalers, whose business in the San Francisco Bay Area has been at a standstill since the warehouse tie-up, started a plan for direct deliveries to retailers, clearing orders through a liquor wholesalers' committee. Grocery, drug and other wholesalers are also pursuing the direct shipment method.

Fresno, Stockton and Sacramento warehouses are strongly unionized and no goods can be obtained from those points, but it is reported that merchandise is starting to flow from Los Angeles by rail, and to some extent by truck to San Francisco, whose retailers have begun to feel some shortage of goods.

Employers have announced to the public in newspaper advertisements that despite the lockout, the people will be fed at no increased cost to them. Union spokesmen deny this, inasmuch as wholesale grocers, for instance, in a form letter to retailers, have said that the method of handling orders from now on will involve increased costs which the retailers must bear, and retailers must pass on the costs to the consumer.

With the exception of one detail, the foregoing situation remains the same as on Sept. 14. That detail is important and may bring settlement of the strike much nearer. On Sept. 15 the liquor warehouses opened. The significance of this action seems to be that the Distributors' Assn. front has been broken by the bolting of one important group—the liquor wholesalers—from the Association. Mr. Van Hovenberg of the Distributors' Assn., states that the liquor houses, or a certain division of them, are open by special arrangement with the rest of the group, and there is no dissension. W. G. Denton of the warehousemen's union, on the other hand, says there is dissension between the members of the employers' group, and as a result they hope for speedier settlement of the deadlock. However, no negotiations are in progress, nor are any arranged.

The Distributors' Assn. states that the situation is unchanged, their attitude remains the same, and they are no nearer a settlement than on Sept. 14. All public warehouses are still closed.

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